

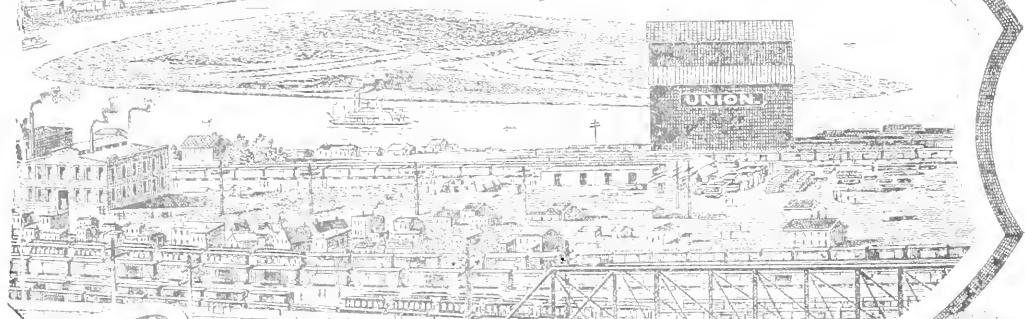


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KANSAS CITY, KANSAS



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KANSAS and MISSOURI, and contains within its limits

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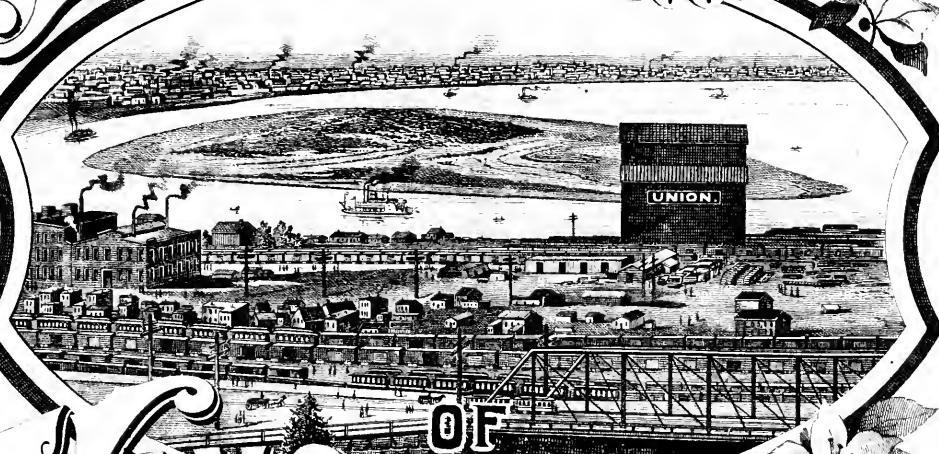
CAPITAL \$ 100,000

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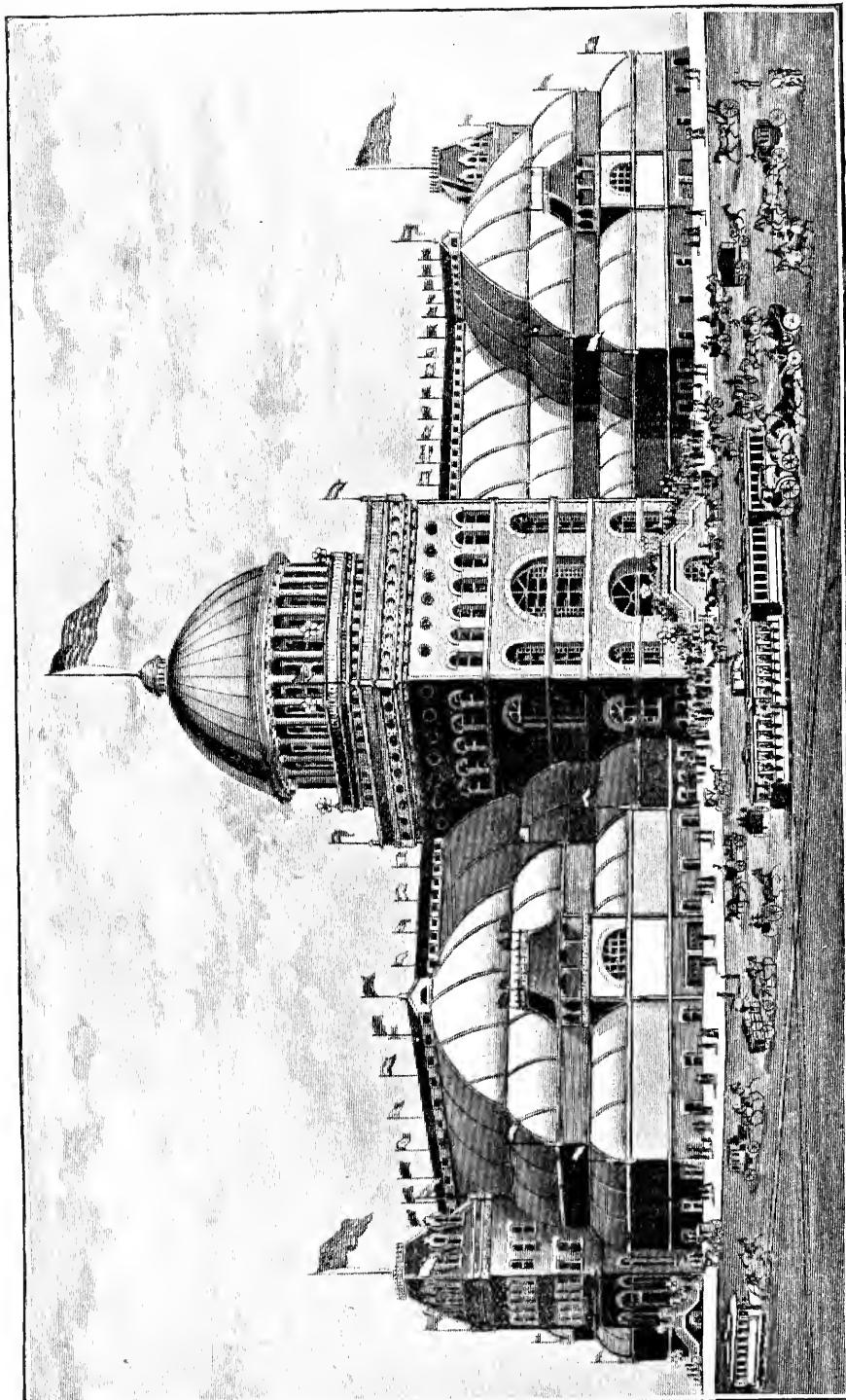
Her Relations as
a Centre of Trade.
Manufacturing Establishments
and Business Houses.

HISTORICAL,
DESCRIPTIVE
AND STATISTICAL.

J. ELSTNER & CO. PUBLISHERS, KANSAS CITY.

Feb 11

1921



THE NATIONAL AGRICULTURAL EXPOSITION BUILDING.

PREFACE.

6HE greatness of the subject renders the task of portraying the progress, the present status and the future prospects of Kansas City both a pleasant and perplexing one. The pleasure arises from the fact that there is so much to be honestly said in praise of the city, and the perplexity results from the difficulty of doing entire justice to the subject.

While the greater part of the information conveyed by this volume is the result of original inquiry, the author takes this occasion to acknowledge indebtedness for many valuable facts to Capt. W. H. Miller's excellent historical sketch of Kansas City contained in the History of Jackson County; to the reports of the same gentleman as Secretary of the Commercial Exchange; to the reports of Col. Theo. S. Case as Secretary of the Merchants' and Manufacturers' Bureau, and to the press of the city.

The compiler ventures to hope that the information contained in this book may be found of sufficient value to atone for any defects it may have from a literary point of view.

KANSAS CITY, MARCH, 1888.

J. W. LEONARD.

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FOUNDING OF THE CITY.

FRONTIER DAYS AND PIONEER EVENTS.—RISE AND ADVANCE OF KANSAS CITY.

THERE is nothing in the aspect of the Kansas City of to-day to recall antiquity or invite retrospect. All here is modern and progressive, and not a trace remains to indicate the fact of history that the busy streets, now vivified with commerce and industry and thoroughly representative of American push and vim, but recently formed an unconsidered portion of a vast and unbroken solitude. Yet all of this advanced development is but the work of a few years, and the city, as well as the fertile regions of the Great West of which it is the metropolis, has been evolved, within the memory of living men, from obscurity and the wilderness.

Prior to the advent of the Caucasian races to this country, and even for centuries before European civilization knew that such a continent as America existed, races lived, contended and died out, to be replaced by their conquerors in all the regions now populated by thrifty communities and embracing the valleys of the Mississippi and the Missouri. But the connection of these primitive and nomadic tribes with present history is remote, and the interesting details which tradition has transmitted or science discovered in regard to these peoples, their personality, their pursuits and their extinction or migration, belong rather to the domain of ethnological research than to the province of the modern historiographer.

FRENCH AND SPANISH RULE.

Politically, the dominion over the section now embracing Kansas City within its limits fell first, after the arrival of the white races, into the hands of Spain, and then into those of France, but neither of these powers made any important use of the territory they had acquired, and few of the subjects either of the Spanish or French monarchs made their

appearance in this part of the country prior to the purchase of Louisiana, of which it formed a part, under the administration of President Jefferson. An occasional Jesuit priest may have ventured here in his zeal for the propaganda of the religion of the cross, and a few adventurous trappers and fur traders possibly braved the perils of the hostile wilderness, but there was nothing in the shape of permanent settlement, and no attempt to utilize the vast natural resources of, or introduce civilized life into, this region, which was then regarded as a hopeless and irreclaimable wilderness.

Missouri, as an integral part of the French Province of Louisiana, had been partially settled by the followers of Pierre Laclede Liguest, who, with August Chouteau, his companion, and about thirty men, founded St. Louis in February, 1764; and although, six years later, the country was taken into formal possession by Spain, to which it had been ceded by Louis XV., the settlement at St. Louis and its vicinity remained French in population and every essential feature up to the time of its recession to France in 1803, and the purchase of the entire Province of Louisiana by the United States later in the same year. Capt. Amos Stoddard took possession of St. Louis and Missouri March 10, 1804, on behalf of the United States, and soon after the territory thus acquired began to receive accessions to its population. The most western settlement prior to that time was the French one of Cote Sans Desseiu, now called Bakersville, on the Missouri River, in Callaway County, which was founded in 1801.

EARLY SETTLEMENT.

Missouri was organized as a Territory in July, 1812, and admitted as a State by the Missouri Compromise bill, approved March 6, 1820, the State Constitution being adopted July 19, following. The territory embraced in Jackson County had been successively a part of St. Louis, Howard and Cooper counties, under the Territorial government. In November, 1820, the county of Lillard was established, and its name was changed to Lafayette County, February 16, 1825. By an act approved December 15, 1826, the county of Jackson was organized, and Kaw Township was established in May of the following year.

Prior to this date there had been no permanent settlement in the township. Col. Daniel Morgan Boone, son of the famous Daniel Boone, was probably the first white man who had visited the territory embraced within the limits of the township, he having trapped beavers here for several seasons prior to 1800. In 1821 a settlement was made by French fur traders under the leadership of Francois Chouteau, of the distinguished pioneer family of St. Louis, locating about three miles below what is now Kansas City, in the bottoms opposite Randolph Bluff. The

colony represented the interests of the American Fur Company, in which the Chouteaus were largely interested, and the thirty men who came with M. Chouteau were *voyageurs* in the service of the company. The location was afterwards removed to Kansas City, and this was made a trading post for the fur trade of the trans-Missouri region, and formed the nucleus of a French settlement which existed and enjoyed a considerable amount of prosperity for about twenty-five years.

The Rocky Mountain Fur Company, a rival organization to the American Fur Company, also did a considerable amount of business with the Indians in this region, and made the Kawsmouth settlement their point of debarkation. In 1829 an act was passed for the removal of the Indians to locations further west, and this removal stimulated settlement, and in 1833 Westport was founded and enjoyed a steady increase in population and importance.

THE OVERLAND TRADE.

The existence of old settled countries to the west, embraced in the territory belonging to Mexico, made a market for many commodities which American enterprise could not afford to neglect. Under the monarchical rule of Spain a restrictive policy, which forbade commerce not sanctioned by the royal government, formed a barrier to mercantile enterprise in this direction for many years, but the victories of Iturbide leading to the establishment of the republic of Mexico in 1822, this embargo was removed, and at once the attention of traders was attracted to the advantages to be derived from pushing an overland trade with Santa Fe and the other towns upon and beyond the Rio Bravo. Contemporary with the opening of this trade began a considerable traffic by steamboats on the Missouri River, and locations upon and near the river were naturally chosen as the entrepôts of this great overland traffic. Blue Mills, Fort Osage and Independence all had a large share of this business, and the latter, as the larger place, became the principal headquarters for outfitting the expeditions to Santa Fe and beyond, Blue Mills, six miles below, being the landing point for steamboats. Westport soon became a rival of Independence, and gained quite a share of the business, although the county seat retained the largest portion of it. For the first few years of the trade pack animals were used, but after three or four years' trial this mode of conveyance was found inadequate, and wagons were adopted. It was the desire of the Santa Fe traders and the Indian traders to secure a better landing than those at Blue Mills or Wayne City that led to the founding of Kansas City. The settlement of the Platte purchase, embracing a large territory north of the Missouri River, also aided the development of the trade of this section. Gabriel Prudhomme had settled upon the site of Kansas City, and upon it, at a point now embracing the

bank of the river from Grand avenue to Delaware street, was a natural rock landing, which was by general consent admitted to be the most eligible landing place on the river. The death of Gabriel Prudhomme led to court proceedings and the subsequent sale of the land, which was purchased by a company composed of William L. Sublett, Moses G. Wilson, John C. McCoy, William Gillis, Fry P. McGee, Abraham Fonda, William M. Chick, Oliver Caldwell, George W. Tate, Jacob Ragan, William Collins, James Smart, Samuel C. Owens and Russell Hicks. The sum paid for the tract was \$4,220, and after the sale was consummated the town was at once surveyed and laid off into lots, the town being called Kansas. Some settlements were made, but litigation which followed retarded growth until all questions were settled and the legality of the title confirmed in 1846. The first efforts in the way of trade at the place were principally confined to barter with the Indians. In 1843 the decree of Santa Anna, President of Mexico, closing the ports of Northern Mexico against trade with the United States, led to an almost total suppression of that traffic, although the decree was rescinded in 1844. The town of Kansas had been important as a landing place for the Mexican traders, and several merchants of Westport removed to the town and established warehouses here in the years from 1840 to 1843.

EARLY BUSINESS VENTURES.

In 1844 Kansas City made its first venture in the jobbing trade. Mr. H. M. Northrup, now the President of the Northrup Banking Company, in that year bought a large stock of goods, with which he established a business with traders within a radius of two hundred miles, and his venture was so successful that it proved an important factor in building up the town. In 1843, and again in July, 1844, heavy floods visited the new settlement, and in the latter year the water rose higher than at any other period of its recorded history, and a number of houses in the bottoms were swept away.

In 1845 Mr. James H. McGee, (who, by the way, was the first American settler of the place, having located here in 1828), made brick on his farm south of the then town, and built the first brick house ever put up in what is now Kansas City. In the same year the Mexican trade was resumed, and the many advantages the town offered as a place for outfitting expeditions made it the headquarters of this trade, and gave to it an importance far greater than it had before enjoyed.

THE FIRST BOOM.

In 1846, the litigation over the title having been settled, the Town Company inaugurated sales of town lots, and on April 30th of that year

127 lots and two entire blocks were disposed of at public sale, these lots bringing \$8,643.62. The town experienced its first boom. The large Indian trade it had before enjoyed was supplemented by the Santa Fe trade; and the preparations for the Mexican war gave an impetus to business in all the border towns.

Although Kansas City had thrived, it had not yet reached to the importance enjoyed by Independence and Westport, and when the California gold excitement broke out in 1849, the two latter towns profited more by it than did Kansas City. Yet the latter continued to grow, and in 1850 the town had about 750 inhabitants. In 1849 cholera visited the town and was fatal to the French and Belgian residents, and the next year another cholera scare, which did no damage here, caused an exodus of many settlers, but they all returned. In 1850, however, the cholera appeared with greater violence, and the number of those who died, and the still larger one of those who deserted the town in consequence of the panic which ensued, reduced the population to about 300, and another visitation in 1852 also tended to retard the growth of the town.

INCORPORATING THE CITY.

February 22, 1853, a charter was procured for a city government which was organized in the spring following. W. S. Gregory was elected Mayor, but he served only a short time, and Dr. Johnson Lykins was elected to succeed him, and was elected for another term in the spring of 1854. Confidence was restored in these years by the failure of the cholera to reappear, and the steady increase in the Santa Fe trade brought reviving prosperity.

The first newspaper, the *Public Ledger*, made its appearance in 1852, but it lived only a short time. The necessity of a local journal was felt by the people, and a company was organized in 1854 with the consequence that the Kansas City *Enterprise* made its first appearance in October. In 1857 the name was changed to the *Journal of Commerce*, and later to the *Journal*, which it still retains, the daily issue having been first published June 15, 1858.

THE KANSAS-NEBRASKA BILLS.

In the year 1853 began the controversy as to the bills for erecting Kansas and Nebraska into Territories, the struggle being upon the admission or prohibition of slavery in the proposed Territories. The Douglas bill for the admission of Kansas repealed the Missouri Compromise in so far as it related to Kansas, and provided that the people of the Territory should be left "perfectly free to form and regulate their domestic institutions in their own way." The advocates of slavery on

the one hand and the Abolitionists on the other determined that the new population of the Territory should be in harmony with their views, and the Massachusetts Emigrant Aid Society and the New England Emigrant Aid Society were organized in the East for the purpose of filling Kansas with Anti-Slavery voters, while secret societies were formed in the Slave States to head off that movement. The large numbers of people thus brought to Kansas had a stimulating effect upon the population of Kansas City, although the business of the place was injured by the border troubles of those three years, which for a time paralyzed the Mexican trade, and made the adjoining country in Kansas the theatre of bloody strife. With the quieting of these troubles came returning prosperity and increase of business to Kansas City, and great improvements were made, while the population of the city grew largely so that in 1860 there were 4,418 people in the city, to which McGee's addition had been annexed.

GROWING INDUSTRIES.

The real estate firm of Coates & Hood started a bank in 1856 which it carried on for several years, and in 1857 the firm of Northrup & Co. established itself in the banking business, continuing it until the firm was succeeded in 1864 by J. Q. Watkins & Co. A jobbing dry goods house was started in 1856, and the first telegraph line connecting Kansas City with the East was completed in December, 1857. The facilities of the city for reaching its trade territory were greatly increased by the establishment of stage lines to Fort Scott, Topeka, Leavenworth and other points. The facilities for the receipt of goods were improved upon the completion of the Missouri Pacific to Jefferson City and the establishment of a line of steamboats which brought the mails and freights to Kansas City.

The number of additions to the original plat of the town, which had been made in 1857, led to the procurement of a new charter, extending the city limits, and in the following year the legislature still further enlarged the city. It has always been characteristic of the people of Kansas City that they have maintained an abiding faith in her future and an exalted opinion of her advantages; and during the five years preceding the outbreak of the War of the Rebellion a succession of efforts to secure railroads were made, all of which have since been built.

THE WAR OF THE REBELLION.

The clouds which gathered in the fall of 1860 cast a deep shadow over Kansas City. Its population was divided in opinion as to the merits of the political conflict then being fought out, and the animosities which had been engendered during the border troubles in regard to slavery or

freedom in Kansas were much intensified. Partisan strife discouraged business activity, and although the Unionists triumphed in the election of R. T. Van Horn as Mayor, the Legislature had created a metropolitan police system and the Mayor was unable to control the police or preserve order; and at his request United States troops were sent to the city. Shortly after this there were several engagements between Unionists and Secessionists in the vicinity, and this state of affairs prevented much progress. Military protection of the city retained for it the control of the Santa Fe trade, which, however, was much reduced in proportions by the existence of the war.

The subsidence of trouble between those of opposing political views led to a revival, in 1863, of activity in the railroad projects which had been interrupted by the strife, and an encouraging amount of work was done in that year and the next. In 1864, however, the advance of the Confederate forces under Gen. Sterling Price led to an uprising of secessionists, and a number of engagements occurred in Jackson county, Generals Curtis and Rosecrans, however, offered such resistance to Price that he was turned southward, and with the exception of some skirmishes with bushwhackers there was no more war in the vicinity. Much damage had, however, been done to the railroads, and with the exception of the Union Pacific, all work was stopped for a year.

The net result of the disturbed state of public opinion in Kausas City during the war period was a loss in population and business. The comparative quiet reigning in Leavenworth had tended to divert to that city much of the trade from Southern Kansas, New Mexico and Colorado which would have otherwise been concentrated here, and the number of inhabitants of the city had fallen off to between 3,000 and 4,000 people. The close of the war was marked by earnest efforts on the part of the press and leading citizens to repair the damage that had been done to the city and to stimulate enterprises looking to the utilization of its natural advantages; and these endeavors opened a new era in which progress has been the pervading feature and in which the Kansas City of to-day, eclipsing all previous records of urban development, has been built up to its recognized place as the Gate City of the Great West.

YEARS OF PROGRESS

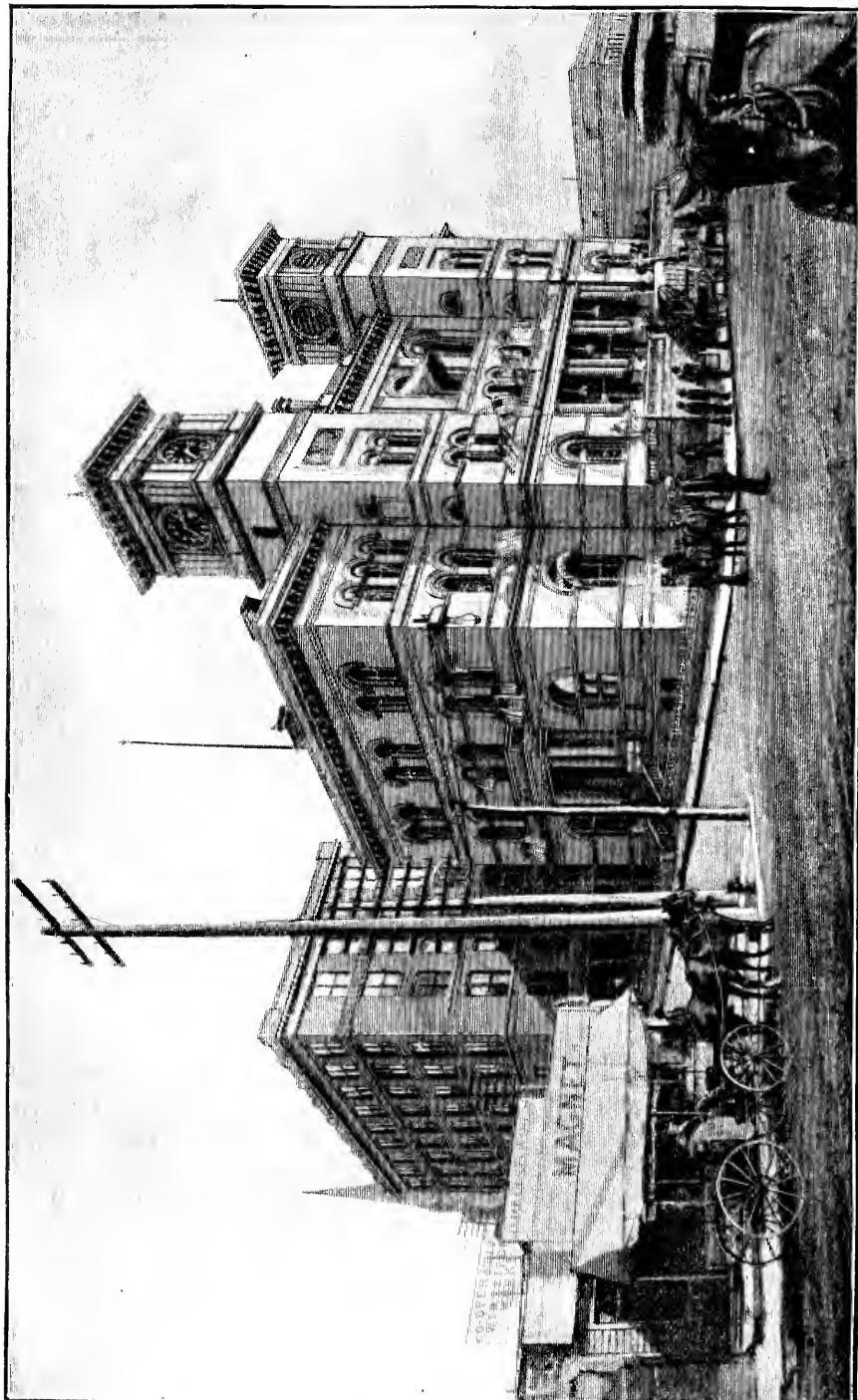
*THE RAPID DEVELOPMENT OF KANSAS CITY SINCE
THE CLOSE OF THE WAR.*

THE war ended, the railroad projects which had languished during the period of strife were revived. It was realized by the leading business men of the city that natural advantages are not of themselves sufficient to build up a town to prosperity, but that these must be supplemented by energy and enterprise in their utilization. Unity of action secured for the railroad enterprises of the city the aid of franchises and valuable concessions, and the Missouri Pacific was completed and opened for business in September, 1866.

In the following year statistics compiled by order of the city council showed that the population was 15,064; that 768 buildings had been erected during 1866 at a total cost of \$2,166,500, and that the total trade of that year, in all lines, amounted in value to \$33,006,827. The railroads then in operation were the Missouri Pacific, the Union Pacific, Eastern Division, and the Missouri River Railroad, connecting the city with Leavenworth, and which was afterward absorbed into the Missouri Pacific system. Railroad building progressed after that more rapidly, and in 1869 there were seven railroads in operation. The Board of Trade was organized in that year and gave valuable aid to the many important improvements inaugurated. The growth of the city was phenomenal, and its population by the census of 1870 amounted to 32,286 souls, an increase in ten years of 27,872, the largest proportion of increase ever shown by the census returns in any city.

PUBLIC ENTERPRISES.

A number of street railroads were built in 1870 and the years following, and during the same period the educational system which had been established in 1866 was put upon a solid basis. In 1871 the agitation of the press for the establishment of an annual Industrial Exposition led to the organization of a company for that purpose, and the buildings were erected and the first exposition was held in October of that year.



KANSAS CITY POST OFFICE.

The progress of the city continued until 1873, when the panic, which disturbed the entire country, caused a depression in Kansas City which led to a cessation of improvements and a decrease in population. The years 1874 and 1875 saw no improvement, and it was not until the autumn of 1876 that the tide of population began to again flow in the direction of Kansas City, and the houses which had been deserted to find occupants.

The years from 1870 to 1877 were those in which the cattle business of Kansas City was built up, and the packing business, which is now so important a branch of industry in this city, was placed upon a firm basis. The grain trade was also largely developed in those years, the first elevator having been built in 1871; and two others were built in the spring of 1874.

By the year 1877 Kansas City had fairly recovered from the effects of the panic of 1873 and had resumed her progressive attitude. New railroad enterprises were pushed and projects looking to the material advancement of the city met with encouragement. This prosperity was somewhat retarded, however, by the bank failures of the following year. In 1880 the city, in spite of the depressions which had occurred during that period, showed great accessions to her population, which had increased from 32,286 in 1870 to 55,813 by the census of 1880.

Since that time an era of improvement has set in which eclipses all previous records in regard to the growth of cities. Not even Chicago, that young giant of the Northwestern lake region, ever experienced a growth to be compared with what has been accomplished in Kansas City in the past eight years. The population has more than trebled, and the means and instrumentalities for the promotion of the material interests of the city are multiplying day by day.

ELEMENTS OF PROSPERITY.

The causes contributing to these gratifying results are many, and of a permanent character. The growth of this city has been no greater than that of the vast and fertile region of which it is the metropolis. By steps of natural progression one cause of prosperity has created others: the populating of the agricultural region and the development of its natural resources stimulated urban growth and the building up of the city to the position of leadership as a base of supplies. This commercial supremacy attracted manufactures, and the vast productive industries centered here are proving a magnet which is inducing a still further augmentation of the population of the city. For several years this growth has been going on, and year after year those who have been predicting the collapse of Kansas City's boom have been confronted with figures which show that the prosperity which they predicted would soon close with a crash holds on and gathers increased strength and solidity.

The capital seeking investment in Kansas City is not the money of reckless or deluded speculators, but is contributed by conservative and far-seeing men who have carefully investigated the situation and have convinced themselves of the fact that greater returns can be realized from judicious investments here than from any other source of safe revenue. The advance in the prices of Kansas City realty is not more marked than the increase in the number and diversification of her industries, the improvement of her facilities for transacting business in all lines, or the speed with which she is surrounding herself with agencies for promoting the comfort, the health and the convenience of her citizens.

EVIDENCES OF PERMANENT GROWTH.

Every improvement undertaken in Kansas City is metropolitan in its character. The business blocks erected are, many of them, palatial structures, which would be considered valuable accessions to the Board of Trade district of Chicago or the business center of New York. Many of these will be noted in a later portion of this work, and some of them are shown in its illustrations. The cable railways and the elevated road afford means of urban and suburban transit surpassed by none and equaled by few of the great and populous cities of the Union. All these things evidence the appreciation by the citizens of Kansas City and the capitalists who have invested in it of the permanency of its prosperity and their faith in its future growth.

The phenomenal rapidity of the development of Kansas City is due to no merely fanciful causes, but has resulted in a natural way from her matchless position as the center of a vast territory, which is utilizing its material resources at a rapid rate, and the concentration at this point of radiating transportation systems, which pour into the lap of her commerce the products of the farms of Western Missouri, of Kansas and Colorado, and make directly tributary to her trade the most prolific agricultural region of the West. The increase in the packing industry, the accession of large and important manufacturing industries and the constant expansion of the territory covered by our jobbers and wholesalers all testify to the fact that the point of location for the metropolis of the Southwest has been found here in Kansas City. It was inevitable that some commercial and manufacturing center of this vast and fertile region would at some time spring into being, and the concentration in this city of the larger enterprises has settled the question of locality and rendered certain the prospect that at no distant day Kansas City will reach to proportions the magnitude of which will make the growth of which she now fairly boasts seem small by comparison.

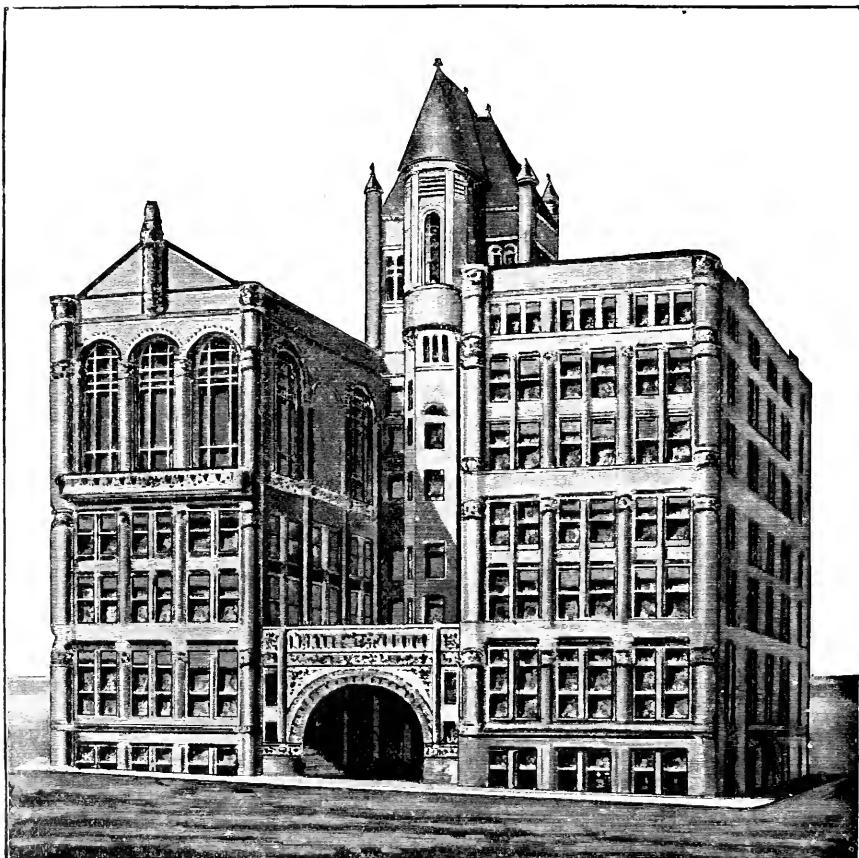
COMMERCIAL BODIES

ASSOCIATIONS OF MERCHANTS AND MANUFACTURERS IN AID OF BUSINESS INTERESTS.

In every large commercial center, when the volume of its business becomes of sufficient proportions to create competition, or to call for the establishment of general rules to govern the commercial conduct of merchants and manufacturers in their dealings with each other, the trade or the public, associations for mutual benefit and protection become an imperative necessity and a requisite to advancement. These commercial bodies perform an important part in securing uniformity of usage and propriety of business conduct, and when properly conducted, contribute in no small degree to the increase of trade and to the general promotion of the material interests of the city in which they are located. The business men of Kansas City have not failed to see the advantages of organizations of this character, and a number of prominent associations directly connected with the industries of production or distribution have been organized and now exist in the city. The history of such organizations in Kansas City is not unlike that of similar combinations elsewhere, the early attempts to inaugurate them having proved only temporarily successful, and a number of organizations having existed prior to these which now, by their strength, give assurance of permanent usefulness.

Commercial Exchange.—A body known as the Board of Trade existed as early as 1869, and in its day did a large amount of valuable work in aiding the city in the procurement of greater transportation facilities and in other material ways, but this body had but few of the features of the Exchange, and after a short existence, while the organization was kept up, it was not very active. In 1870 a Produce Exchange was organized for the purpose of maintaining a medium for the sale of country produce, but this, like the Board of Trade, soon became inactive.

In 1872 the Board of Trade and the Produce Exchange united, and the new organization was maintained until 1876, during which time it aided in securing the extension of the Atchison, Topeka & Santa Fe Railroad to Kansas City, and other important enterprises. In 1873 Mr. W. H. Miller was chosen Secretary of the organization, an office which he has filled ever



EXCHANGE BUILDING.

ever since with skill and efficiency. In 1876 the growing importance of the grain market led those engaged in the grain business to desire a reorganization of the Board, so as to better subserve the ends of trade, and as a result a fund was secured for the erection of the Exchange Building at the corner of Fifth and Delaware streets, and the methods of trading were greatly improved. The grain market was moved to this

building in 1877, and has since occupied it, but is soon to remove into the new and elegant structure erected for its use at the corner of Eighth and Wyandotte streets, running through to Central street. The ownership of the building is vested in the Exchange Building Association, composed of members of the Board of Trade, who accepted stock in the new organization in lieu of their membership in the Board of Trade. In the reorganization the Commercial Exchange was divided into two departments, one of which is the Board of Trade, and the other the Board of Transportation, both of which are subject to the control of the Exchange Building Association, but each enjoying an exclusive jurisdiction in its own affairs. The Commercial Exchange, as it is now legally designated, has a large membership, and is equipped with all the aids to the transaction of business usually enjoyed by bodies of that character in the larger cities of the country. It is an active body and contributes in an important degree to the growth and prosperity of commerce in Kansas City. The officers of the Exchange for the year 1887-8 are Edward H. Allen, President; H. M. Holden, First Vice President; H. M. Kirkpatrick, Second Vice President; W. H. Miller, Secretary; W. H. Winants, Treasurer. Board of Directors: Edward H. Allen, H. M. Kirkpatrick, J. P. Campbell, A. R. French, L. E. Irwin, W. H. Winants, H. M. Holden, J. S. Chick, J. K. Davidson, E. D. Fisher, H. J. Latshaw, Thomas A. Wright and Ed. H. Webster. In addition to these officers a number of committees are appointed, having charge of the various subjects coming within the jurisdiction and purposes of the Exchange.

Merchants' and Manufacturers' Bureau.—The rapid growth of Kansas City has attracted a large number of business enterprises, and a disposition has been shown upon the part of the capitalists of Eastern and other cities to make investments in various kinds of business in this city. It was to encourage this feeling of confidence, and to give intelligent direction to the progress of the city, that the Merchants' and Manufacturers' Bureau was organized, November 27th, 1886, beginning operations a few weeks later. The objects of the Bureau are to aid with information all persons interested in Kansas City, to answer communications relating to the advantages and facilities of the city and to aid in every intelligent way in improving the opportunities of the city for growth in every useful direction. The wisdom of the members in forming this bureau has been evidenced by results, the organization having proven of great importance in accomplishing the ends of the association. It has prepared and distributed many thousands of pamphlets, circulars, bulletins and maps, principally throughout the Eastern and Middle States, has received and attended to a large number of written and personal applications for information, assistance, co-operation, etc., from merchants and manufacturers in other localities, and has formed a channel of communi-

cation between those who visit the city for business purposes and real estate owners, capitalists, other manufacturers, etc. Through the agency of this bureau a large number of manufacturing enterprises, many of them of heavy capital and not a few of them engaged in lines which before had no representatives in the city, have been induced to come here and locate, thus adding by their trade and products millions of dollars to the aggregate of the city's business, and giving profitable and steady employment to a large number of working people. The membership of the Bureau is composed of a large number of the leading merchants, manufacturers and capitalists of the city, and the officers of the organization now are: E. L. Martin, President; Theo. S. Case, First Vice President; A. M. Sadler, Second Vice President; George W. Warder, Third Vice President; Matt H. Crawford, Secretary; and A. A. Whipple, Treasurer.

Real Estate and Stock Exchange.—The great activity in the real estate business in Kansas City has attracted here a large number of business men, who have engaged either on their own account or as agents in the transaction of real estate business. The volume of this business in the city being so large, there were, of course, attracted among others some persons who did business in an irregular way, and upon methods which were calculated to bring reproach upon the pursuit. In order to regulate the business and to inaugurate and maintain uniform rules of dealing, the Real Estate and Stock Exchange was organized and incorporated May 17, 1886. The membership of the Exchange is large and its management efficient, and since its organization it has steadily endeavored to fairly carry out the objects for which it was organized, and which are declared by its charter to be: "To secure uniform rates of brokerage in real estate transactions; to protect the business from the encroachments of unlicensed and unauthorized persons who profess to act as real estate brokers; to maintain principles of honesty and fair dealing in the operations of licensed real estate brokers; to stimulate greater activity in real estate, by joint effort in effecting sales and transactions, rather than by scattered, individual work; to discourage and prevent the unfair division of the broker's commissions by persons not in the business, who have no real claim upon him for a share of his living; to establish and maintain the calling of the real estate broker in a position of dignity and responsibility in the community, to initiate measures to place it upon a foundation of influence and permanence, and to provide for the erection of a suitable building for a real estate exchange; and to devise, encourage and foster schemes of public improvement and benefit to the city at large." The present officers of the Exchange are Theodore S. Case, President; E. M. Wright, Vice President; W. V. Lippincott, Jr., Secretary; A. A. Whipple, Treasurer; S. E. Swanson, Assistant Secretary.

Directors: Theodore S. Case, R. H. Cannon, E. H. Phelps, C. W. Whitehead, Bernard Donnelly, W. V. Lippincott, Jr., E. L. Browne, A. A. Whipple, E. M. Wright, George F. Winter, George Law, W. E. Winner and M. F. Simmons.

The Fruit and Produce Exchange.—Another association of importance in connection with the business interests of Kansas City is The Fruit and Produce Exchange, which was organized in 1886. The objects of the association are declared by the constitution of the Exchange to be "to secure more intimate relations between members of the Exchange; to increase their means of intercourse; to define, by mutual agreement, and aid in enforcing, just and equitable rules and principles which should govern their conduct in business affairs; to obtain and impart information relating to their interests, and in general to secure the advantages which experience has shown to result from organized, systematic effort for the mutual benefit of related interests." These objects have been well subserved by the organization, which has proven an important medium for promoting favorable relations between the members, and of the members with their patrons. The membership comprises over a hundred of the leading fruit and produce commission men of the city, and the officers for the year ending May, 1888, are as follows: President, Geo. B. Cloon; First Vice-President, J. L. Vanneman; Second Vice-President, Frank O. Howard; Secretary, Albion P. Pease; Treasurer, B. F. Coombs. Directors: J. P. Loomas, I. D. Clapp, Will K. Reeme, H. L. Nicol, B. M. Tanner and F. H. Goss.

Builders' and Traders' Exchange.—The large amount of building continually going on in Kansas City has made it an important center of industry in the building trade and kindred lines, and in order to promote their interests and to secure uniformity of action, the Builders' and Traders' Exchange was organized. It has proven an efficient medium for promoting the interests of the trade, and has grown steadily in membership and influence. The offices of the Exchange are located at 521 Delaware street, and its officers are as follows: B. F. Swain, President; H. H. Stukenberg, Vice-President; C. W. Fairman, Second Vice President; C. L. McDonald, Secretary; D. W. Campbell, Treasurer. Directors: Jno. E. Mink, M. H. McCue, P. J. Payton, William W. Taylor, M. R. Grant, L. B. Cross, W. A. Wilson, George Dugan, Peter Guinan, and Jacob Welch.

TRANSPORTATION.

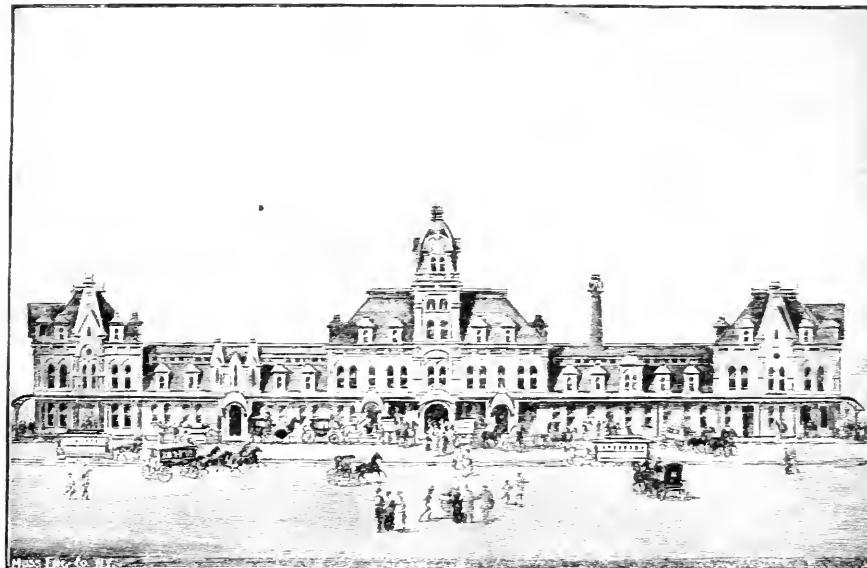
RAILROAD ROUTES ACTING AS FEEDERS TO THE COMMERCE OF KANSAS CITY.

UNPRECEDENTED as has been the growth of Kansas City in every important element of material prosperity, it is certain that no factor has been more potent in contributing to the gratifying results now apparent, than the concentration here of all the important trunk lines of the Southwest. Fifty years ago, at the time of the first founding of the village which has now expanded to such imposing proportions, the moving cause of its projection was the fact that the site chosen afforded the most available spot for a terminus of the Santa Fe trail, over which a traffic, large for those days, was carried on by the use of slow but hardy oxen. The Kansas City of to-day is not more in advance of the town of Kansas of 1838 than is the means of transportation now afforded for reaching not only the other end of the "Santa Fe trail" in New Mexico, but all the populous and thriving country which has replaced the wilderness through which the trail passed, to the slow and tedious methods of traffic which prevailed at the beginning of Kansas City's half century of existence.

In the case of Kansas City, geographical advantage was supplemented by the progressiveness of citizens who realized the grand possibilities for commercial supremacy offered by the incomparable location of the city. From an early period in the history of the town the efforts of its business population have been unceasing to utilize the advantages of location and surroundings which made it the most eligible site for a metropolis of the Southwest. Even in *ante-bellum* days vigorous steps were taken to secure a railroad connection with the East, and from that time on no opportunity has been lost which offered a possibility of the lengthening of the channels of her trade.

Sanguine of the future as the earlier citizens of the city were, even the most hopeful of them could not have pictured in prophetic hues the

brightness which has actually been realized in this semi-centennial year of the Midland City. Central to all the leading Western railway systems the results so far achieved are grand indeed; and yet the near future opens a prospect of a still more complete centralization of railway facilities at this point.



KANSAS CITY UNION DEPOT.

The Missouri Pacific Railway.—This road, which was the first one completed to Kansas City, has been an important factor in the development of its commercial resources. The company has added, from time to time, to its system by taking in other lines, and now with its leased and operated lines, has nearly seven thousand miles of railway in operation in Missouri, Kansas, Arkansas, Texas, Indian Territory, Colorado and Nebraska, and gives Kansas City connection with these, and by connecting lines with the Eastern roads at St. Louis, and on the West with roads reaching Old and New Mexico, Arizona and the Pacific Coast. Included under the Missouri Pacific management are the Missouri Pacific proper, the Missouri, Kansas & Texas, and the St. Louis, Iron Mountains & Southern railroads, with a number of branches and leased lines connected with each of these. From Kansas City as a radiating point, it has lines to Leavenworth, Atchison, St. Joseph and Omaha on the North, to Fort Scott, Parsons, Carthage, Dallas, Fort Worth, Houston and Galveston on the South; Sedalia, Jefferson City, Boonville and St. Louis on the East, and Wichita,

Winfield, Pueblo Springs and Denver on the West. A recent addition to this system which is important to Kansas City is the Pueblo line, connected by the Paola branch with Kansas City. This branch, fifty miles in length from this city to Paola, Kas., with its western connecting branches, forms the shortest route to Pueblo, Col. The total mileage of the Missouri Pacific system, with its leased and operated railways, January 1st, 1888, was 6,944 miles, an increase of 1,407 miles during 1887, part of which was acquired by building and part by consolidation. Important additions will be made to the system during 1888. In the completeness of its arrangements for freight and passenger traffic, the management of this vast system is fully abreast with the times, and the complete identification of this road with the growth and importance of Kansas City, gives it a leading place among the transportation facilities of the Gate City. Its lines East, West and South constitute three important channels of communication between Kansas City and its sources of supply and trade territory.

Union Pacific Railroad.—This road is the most important connecting link between the Atlantic and Pacific railroad systems, and its various divisions act as feeders to all the railroad lines of the country, East and West. The part of this system which contributes most directly to the commerce of Kansas City is the Kansas division, with main lines and branches in Kansas and Colorado aggregating 1,205 miles. Much attention has been paid during the past year to improving the tracks and bridges on this system, and they are now in first-class condition. The Western end of this road, hitherto sparsely settled, is receiving rapid accessions of population; and settlements which a few years ago could count their citizens by dozens are now thriving towns of 2,000 to 5,000 people. In its facilities for passenger travel between Kansas City and Denver this route offers unsurpassed inducements in speed and comfort. The counties of Wyandotte, Leavenworth, Atchison, Jefferson, Pottawatomie, Douglas and Osage, in Kansas, traversed by this route, form important portions of a territory directly tributary, in a commercial way, to Kansas City, and beyond that the road affords direct communication with San Francisco, Cal., Portland, Ore., and prominent points in Nebraska, Colorado and Utah. The present management of the road is fully appreciative of the importance of Kansas City as a central point, and has made many recent improvements, notable among which is a reduction of the running time between the Missouri River and the Pacific Coast by seventeen hours. The main line of this division, between Kansas City and Denver, is a favorite with the traveling public, and deservedly so, as its fast time and arrangements for the convenience of passengers offer attractions to travelers not excelled by any line in the country. The business of the road shows a steady and marked increase, which will con-

tinue, as there is no part of the West which is more rapidly attracting population or offers greater opportunities for profitable investment than that traversed by the Union Pacific.

The Atchison, Topeka & Santa Fe Railroad.—The aggressive policy pursued by this company and the vast additions it has made by construction and consolidation have made it one of the most important systems in the West, comprising, as it now does an aggregate of 6,817.6 miles of road. The great amount of territory tributary to the trade of Kansas City penetrated by this route renders it a factor of supreme importance in building up the commercial and manufacturing interests of the city. Among its recent acquisitions that of the Gulf, Colorado & Santa Fe Railway of Texas is one of the most important, affording an additional connection with the Gulf shipping trade at Galveston and traversing one of the most fruitful and populous portions of the Lone Star State. Other lines and connections place Kansas City in direct communication with a large scope of trade country in Kansas, Colorado, New Mexico, Arizona and Old Mexico. The activity of this road in adding to its connections is remarkable, and in 1887 it built more miles of railway than any other company, the total construction for the year amounting to 1,368.7 miles, including a direct line from Kansas City to Chicago, 444 miles in length and shorter by forty-four miles than any other route. The equipment being built for this road is one of the finest ever made, and the time between Chicago and Kansas City will be reduced from the fifteen hours consumed in the trip by existing lines to twelve hours. The company has further plans for the extension of its system which will add still more to the facilities of Kansas City for trade with the West.

The Gulf Route.—Comprising the Kansas City, Fort Scott & Gulf, Kansas City, Springfield & Memphis, Kansas City, Clinton & Springfield, and Kansas City, Memphis & Birmingham railroads, is, as may be inferred, one of Kansas City's chief trade arteries. The fertile territory tributary to this line in Kansas and Missouri is particularly desirable territory for the Kansas City jobbing trade: ships large quantities of the various cereals and contributes materially to Kansas City's ability to demonstrate her superior position as a stock market and packing center. With large and rich veins of coal along its lines in Kansas and Missouri, inexhaustible forests of hard woods in Southern Missouri and the wonderful iron section recently opened by the line to Birmingham, Ala., the Gulf route will probably be the principal factor in the development of Kansas City's already rapidly increasing manufacturing interests. The completion of the Birmingham line not only opens up a through passenger line to Florida and all principal Southern cities, but gives Kansas City merchants a direct through line to the Southern Atlantic cities, which will doubtless have

great bearing on the question of Kansas City's commercial supremacy and may revolutionize present arrangements for exports and imports through one or two expensive ports only. Through cars are run from Kansas City to Memphis, Chattanooga, Knoxville and Bristol, Tenn.; Birmingham, Ala.; Atlanta, Ga., and New Orleans, La. Direct connections are afforded both passengers and freight for Texas points, via either Nichols or Jonesboro. The lines comprising the Gulf Route are as follows: Main line, Kansas City to Birmingham, Ala., via Fort Scott, Springfield and Memphis; Clinton line, Olathe, Kas., to Ash Grove, Mo., via Harrisonville and Clinton; Rich Hill Branch, Miami, Kas., to Rich Hill and Carbon Center, Mo.; Joplin Division, Fort Scott to Joplin and Webb City, Mo.; Cherryvale Division, Arcadia, Kas., to Cherryvale, Kas., via Pittsburg and Parsons.; Current River line, from Willow Springs, Mo., through the rich pineries of southern Shannon County, to Van Buren and Lee, Mo.

Chicago, Rock Island & Pacific Railway.—The Great Rock Island was the first among Western railways to project, build, equip and operate a line from Chicago to the Mississippi River, and the first to span that stream with a bridge for the uses of its increasing traffic. Its first excursion train reached Rock Island in 1854, and from that time to the present it has held a prominent place among the leading Western roads. In 1871 its Southwestern division, diverging from its main line at Davenport, Ia., to Kansas City, was completed. This road in the solidity of its track, and the perfection of its equipment is not surpassed in the country, and over its Kansas City division, including also St. Joseph, Leavenworth and Atchison as its terminal points, two splendid passenger trains run daily to and from Chicago, making prompt time between points of departure and destination. These trains have all the latest appliances and improvements which can add to the safety, comfort and luxurious enjoyment of passengers, the reclining chair cars, Pullman palace sleepers and dining cars being as elegant as were ever placed on wheels. This division traverses some of the oldest richest and most attractive portions of Illinois, Iowa and Missouri, and passes through most of the largest and most important cities in those States. A popular line for Kansas City people going North and Northwest to Minneapolis, St. Paul and intermediate points, as well as to Spirit Lake, Pipestone, Sioux Falls, Emmetsburg, Watertown in East Central Dakota, is the famous "Albert Lea" route, over which reclining chair cars and Pullman sleeping and buffet cars are run through from Kansas City to the points named. Within the past year the company has opened nearly 1,200 miles of road, all well built, and it is proposed by this progressive company to add still further to its connections and thus add substantially to the benefits it already confers on the trade of Kansas City.

Chicago, Burlington & Quincy.—Another of the great Western railroad systems is that controlled by the Chicago, Burlington & Quincy

Railroad Company, which, with its leased and operated lines, has 5,756.6 miles of steel track in use, reaching nearly all important points between Chicago and Denver. This system comprises the Chicago, Burlington & Quincy proper, 2,063.3 miles; the Hannibal & St. Joseph Railroad, 296 miles; the Kansas City, St. Joseph & Council Bluffs Railroad, 271 miles; the St. Louis, Kansas & Northwestern Railway, 263.3 miles; the Chicago, Burlington & Kansas City Railway, 220 miles; the Burlington & Missouri Railroad, 1,941 miles; the Council Bluffs and Northern Railroad, 361 miles; the Chicago & Iowa Railroad, 120 miles; Hannibal & Southern Railroad, 96 miles, and the Burlington, Western & Northwestern Railroad, 125 miles. This route carries the fast mail west of Chicago, and its roadbed and equipments are without a superior among the railroad systems of the country. Of the lines above enumerated, the Hannibal & St. Joseph and the Kansas City, St. Joseph & Council Bluffs are the divisions by which Kansas City is connected with this great system. These lines are large contributors to the commerce of Kansas City and form important factors in her facilities for freight and passenger transportation.

Chicago & Alton.—This road operates a direct line between Chicago and Kansas City 526 miles in length, and has branches reaching St. Louis and other important points in Missouri and Illinois, making a total of 848.98 miles operated. The road has always been noted for the completeness of its equipment, and was the first to introduce free reclining chair cars on its trains. The track of the road is at all times kept in first class condition, and the route has been, and is, a favorite one with the traveling public, as a consequence of the constant endeavor of the company to furnish everything that can contribute to the comfort and convenience of the passengers. With the two leading and most progressive cities of the West as its termini, it does a large and steadily increasing business, and is an important inlet and outlet for much of the commerce of Kansas City.

Chicago, Milwaukee & St. Paul.—The most important acquisition of railroad facilities to Kansas City in the recent past, is the completion of a connection with the Chicago, Milwaukee & St. Paul system, covering about 6,000 miles of important territory, and opening about half of this to the trade of Kansas City. The connecting link is the road between Ottumwa, Ia., and this city, a distance of 209 miles. Work was begun on this line in October, 1886, and it was completed in December, 1887, this construction including the spanning of the Missouri River at Randolph Point, one mile east of the city, with a substantial and handsome iron and steel bridge costing \$1,200,000. The company has its principal yards at Coburg, on the Blue River, east of the city, where its extensive machine shops will also be located, and it also has large yards at Armourdale. A large and handsome depot on Twenty-second or

Twenty-third streets, which will probably be used as a Union Depot by this and other roads, is also projected by this company. The permanent and valuable investments made by this corporation in Kansas City are another evidence of the favorable view taken by the leading capitalists of the country of the future of this city as a center of production and distribution.

The Wabash Western.—Notwithstanding the legal complications of the Wabash system, it still remains an important adjunct to the trade and production of the Midland City, and although no additional mileage has been added during the past two or three years, the track and equipment has been kept in first-class condition, and the road does a large amount of business. The Wabash Western Railway Company operates that portion of the old Wabash, St. Louis & Pacific Railway west of the Mississippi, between St. Louis and Kansas City, Des Moines and Council Bluffs; and east of the Mississippi, between Detroit and Logansport, and between Indianapolis and Michigan City. An important action of this company, which adds materially to Kansas City's business, is the location at Randolph Point of its car and machine shops; giving employment to about 300 men, and the building in this city of a large and handsome freight depot.

Kansas City, Wyandotte & Northwestern.—This road, which is emphatically a home enterprise, being controlled by Kansas City capital, is rapidly pushing to the front as an important adjunct to the business prosperity of the city. Construction was inaugurated in 1886, and since that time 116 miles of road from Kansas City, via Leavenworth to Seneca, has been constructed. To this the company are preparing to add 100 miles more road in Nebraska in the present year, and still further extensions of the line are in contemplation. The country traversed by the road embraces one of the most productive agricultural regions of the West, which it has made direct commercial territory for Kansas City's trade. The further plans of this road seem to tend in the direction of trunk lines direct to Bismarck, Dak., on the north, and the Black Hills on the northwest. The suburban dummy trains run on this road between Leavenworth and this city, five trains each way daily, are a feature of interest to the transportation facilities of the city, which are highly appreciated. By a traffic arrangement with this road for the use of its tracks from Leavenworth to Kansas City, the Chicago, St. Paul & Kansas City system, including the Minnesota & Northwestern, and the Iowa Central railroads, has secured an entrance to this city, and opened up to its business an important section of the West.

Other Railroads.—The Belt Lines, including the Kansas City Belt Line, with twenty miles of track already laid and in use, and the Second Street Belt Line, soon to be built, are important as providers of

terminal facilities to railroads entering the city. In addition to these, many and vast additions to the railroad connections of the city are being projected, and a number are nearing completion. The great Chicago & Northwestern system will soon have a Kansas City branch in operation. Other roads rapidly pushing in this direction are the Chicago, Kansas City & St. Paul; the St. Louis, Kansas City & Colorado; the St. Louis & San Francisco; the Kansas City, Lawrence & Nebraska; the Missouri Central; the Kansas City & Pacific; the Kansas City, Fort Smith & Southern, and the Kansas City and Southern. Among projected roads the Kansas City & Sabine Pass is one of the most promising, and will probably be put under construction at an early day. It would be impossible in the space allotted to this subject to even enumerate the projected companies, which are chartered to construct railroads in Kansas and other trade territory of this city's business, but all indications point to the fact that in addition to existing lines and systems and the construction of new roads, an era of activity in railroad building surpassing all previous history is at hand, and that even the wonderful record, in this respect, of 1887, is to be excelled by the present year.

The great pivotal point of all this improvement is Kansas City, and no railroad system of any importance in the West can afford to omit this city from its calculations for the future. Here is being concentrated as a grand metropolitan center, all the transportation lines of the Southwest, and no fact more strongly outlines the prospective growth of the city than this tendency of important railroad systems.

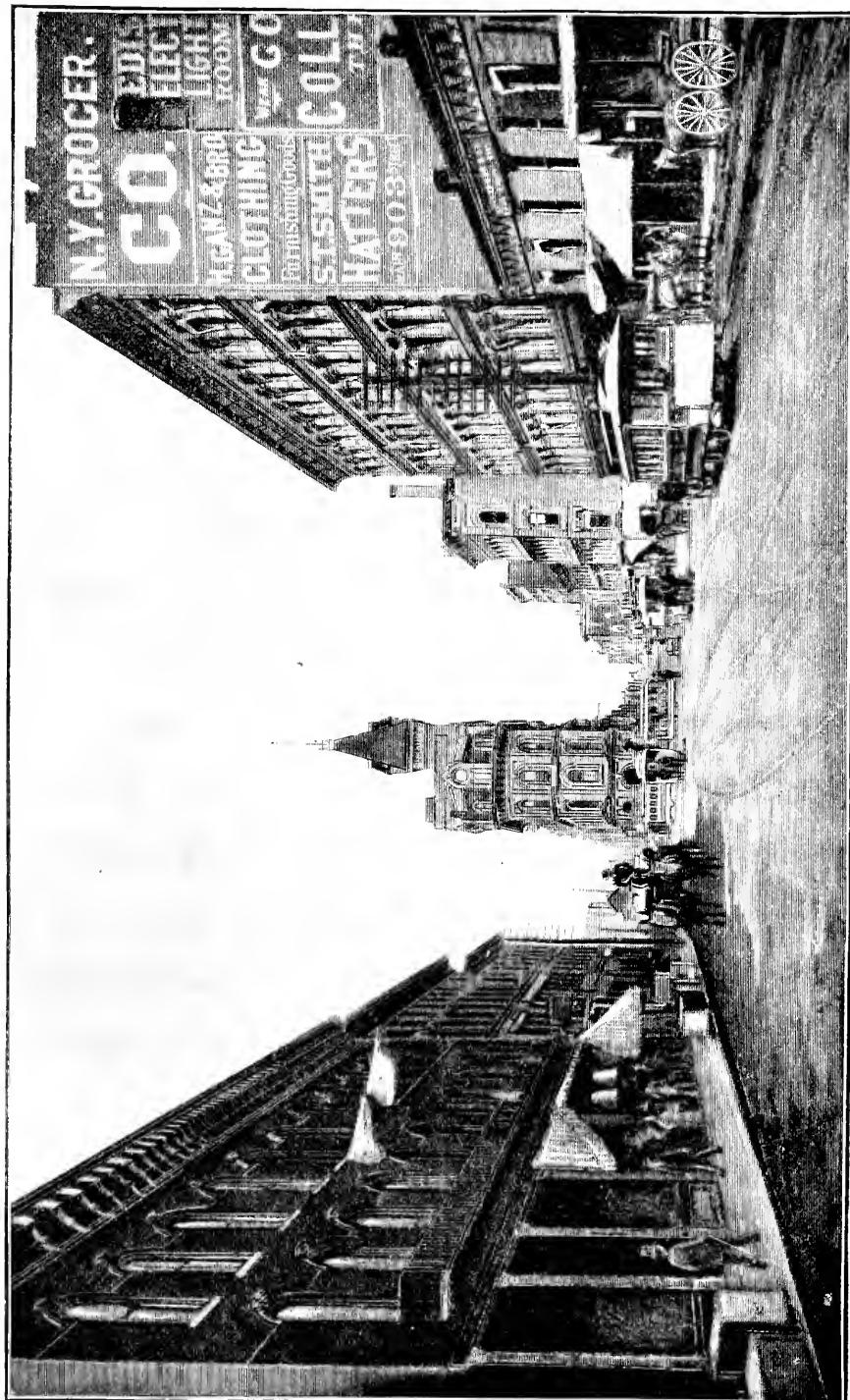
MERCHANTS AND TRADERS.

*BUSINESS TRANSACTED BY THE KANSAS CITY WHOLESALE
DEALERS AND JOBBERS.*

THE measure of the prosperity of a modern city is the extent of its commerce. All productive occupations carried on by civilized man depend upon the maintenance of a market in which their products may realize remuneration for the care, the skill and the toil bestowed upon them. Thus the energy and industry of the merchant and trader furnish the outlet by which the skill and labor of the farmer, the stock-raiser or the manufacturer seek their remuneration. The business of the merchant is, therefore, one of the highest importance in the promotion of prosperity; and the volume of his transactions have a direct influence upon the encouragement of productive industry.

The line dividing the purely mercantile from manufacturing pursuits is in some cases difficult to define, as in many cases the manufacturer undertakes the distribution of his own product direct to the wholesale or retail trades, and is a jobber of his own goods, while in other cases merchants add a manufacturing department for the production of some of the lines in which they deal. In this review of the industries of the city the lines devoted principally to distribution will first be noted, while reference to the manufacturing branches will be reserved for a subsequent chapter.

Live Stock.—The convenience of the location of Kansas City with reference to the centers of production of live stock has attracted to it a large trade, and the increase in the traffic in this line has been, perhaps, more marked than in any other direction. This city had attained prominence as a feeding and shipping point prior to 1871, when the stock yards were constructed, but since that time there has been a market established here. The activity in this line has been greatly aided by the growth of the packing interests, mentioned more in detail later on, and the latest reports show that Kansas City is second only in the volume of its trade in these



JUNCTION OF MAIN AND DELAWARE STREETS.

lines to Chicago, and that its live stock and packing business is increasing at a pace that gives assurance that it will in a few years reach the first place in these important industries.

The story of progress in the live stock industry is told by the figures of receipts, which amounted in 1880 to 22,704 cars; 1881, 29,089 cars; 1882, 34,668 cars; 1883, 45,470 cars; 1884, 55,227 cars; 1885, 63,213 cars; 1886, 58,924 cars, and 1887, 69,681 cars, the last year being the largest in the history of this market. The total receipts of cattle for that year amounted to 667,229 head, an increase of 176,258 over the preceding year; of hogs, 2,440,840 head, an increase of 175,336; and of sheep 211,145, an increase of 38,486 head. In horses and mules there was a decrease of 3,187 head in receipts, the total for 1887 being 30,001, against 33,188 for 1886. These figures of themselves make a gratifying showing for this city and prove that its claims to superior facilities for handling live stock are endorsed by the raisers and dealers of the West. No one connected with the live stock interest believes that Kansas City has yet reached its growth in the volume of its trade in this line, and the concensus of opinion seems to be that this city is destined to be the leading live stock market and packing center of the country, and the grounds for this opinion are many and easily discernable. It is to the Southwest that the country at large must look for the supply of the bulk of its meat, the colder regions of the Northwest not affording the necessary climate for prolific production, and of this Southwestern section of the country, embracing the region from the Mexican Gulf to Wyoming, Kansas City is the natural center, while the concentration here of all the principal transportation lines traversing the stock raising regions of the country, makes this point more available for carrying on the business upon a large scale than any other city. Packers recognize the advantage of a market nearer to the cattle ranges than Chicago, and the building up in this city of large packing industries of a necessity brings with it an increase in the volume of transactions in live stock.

For the increase in this business which is sure to come the live stock men of this city are fully prepared. The stock yards are constantly increasing their capacity to accommodate augmented receipts, and the constant accession of new railroads also forms an element which is continually aiding in the growth of this market. When it is considered, in connection with the figures of receipts for 1887 that that year was a confessedly poor one for the cattle business of the country, the encouraging advance in activity here becomes the more significant.

Grain.—The fact that Kansas City is the commercial center of a region of country more admirably adapted than any other in the Union to the production of winter wheat, and also prolific in other cereals, renders its outlook as a grain market promising, although it must be con-

fessed that the past few years have shown a falling off in the figures of receipts. In wheat, the crop of the State of Kansas, which forms the principal source of supply for this market, has been very short for a number of years, owing to unfavorable seasons, and the seasons for corn have also been bad ones for the past two years. The total receipts of grain at this market in 1887, were: wheat, 1,932,868 bushels; corn, 3,813,377 bushels; oats, 2,295,217 bushels; rye, 38,300 bushels, and barley, 279,100 bushels. In oats and barley the receipts were larger than for any previous year, but in the other cereals there was a decided falling off. There is no reason to believe that the seasons will continue to prove unfavorable, and a comparison of figures shows that the amount of wheat handled in Kansas City, has, for a number of years, borne about the same ratio to the surplus of the crop of Kansas, over the needs of the State for consumption. New transportation lines reaching the Indian Territory and the Texas Pan-Handle will open up those regions to the commerce of this city, and as the throwing open of the Indian country to settlement is only a question of a short time, there is every reason to believe that a greatly increased surplus product will soon be seeking the market here.

Wool, Hides and Pelts.—Few departments of trade exhibit a more gratifying condition than that in the lines of wool, hides and pelts in which not only is a large increase in the volume of the products handled at this point, but also a marked expansion of the territory forming Kansas City's source of supply for these commodities. Especially is this the case with wool, the more direct connection with Texas now enjoyed by this market having diverted here a much larger share of the crop of that State than has been received in any previous season. The volume of receipts and shipments for 1887 foots up a large percentage of increase in the wool trade over the figures for the previous year, the receipts having been 19,515,376 lbs. in 1887 against 10,391,277 lbs. in 1886, an increase of 9,124,099 lbs.; and the shipments 14,811,605 lbs. against 10,540,645 lbs. the previous year, an increase of 4,270,960 lbs. In hides a very large business is done, with prices ruling firm, and the receipts at this market in 1887 were 10,631,444 lbs., and shipments 13,574,291 lbs. The large production of hides at the packing houses makes this point an important center for buyers, and the demand is so steady that most of the packers keep their supply contracted for months ahead. In these lines there is every indication of a steady growth in the volume of business transacted, the relative position of Kansas City in proximity to the source of supply and her transportation facilities for commanding trade in these commodities being superior to those of any other city on the continent.

Fruit and Produce.—In no department of commerce has the rapidity of increase in the volume of business transacted been more

marked than in the fruit and country produce business. All the main transportation lines by which the farmer of the Southwest seeks a market for his products center in Kansas City, and these inlets for commerce in this line from every direction are continually increasing. It is impossible with the data at hand to give the complete figures in any line, as the large amount of many of the most important items comprised in the lists of country products received by wagon from the counties in Missouri and Kansas within a radius of over one hundred miles can only be partially recorded. Such figures as are obtainable, however, though failing to give the full volume of this trade, are in themselves sufficient to show the great importance reached by this industry. A recently published newspaper table gives the receipts of goods of this character for 1887 as follows: Apples, barrels, 44,285; white beans, bushels, 106,449; castor beans, 38,860 bushels; flax seed, 345,802 bushels; broom corn, 28,166 bales; butter, 1,346,420 pounds; eggs, 14,006 cases, 2,264 packages; cheese, 27,200 boxes; potatoes, 697,224 bushels; onions, 49,815 bushels; hay, 49,815 tons. By the same authority the shipments were 26,501 bushels apples; 36,758 bushels white beans; 44,800 bushels castor beans; 317,900 bushels flax seed; 38,403 bales broom corn; 975,825 pounds butter; 20,010 cases and 2,264 packages eggs; 2,840 boxes cheese; 375,432 bushels potatoes; 3,456 bushels onions, and 4,834 tons hay. For the purpose of arriving at the volume of the business, in the lines comprised in the fruit and produce commission business inquiry was made by the Secretary of the Fruit and Produce Exchange, and from the statements of twenty-five leading firms the following report of sales representing, probably, nearly half the actual business done, was compiled. It is particularly interesting as showing the value of this business in swelling the aggregate of the city's commerce.

ARTICLES.	VALUE.
Apples, 370 cars	\$162,730
Bananas, 178 cars	150,000
Beans, 50 cars (20,000 bushels)	40,000
Butter, 1,500,000 lbs.	150,000
Cabbage, 323 cars	129,249
California small fruits, 64 cars	66,400
Cheese, 20,000 hoops	130,500
Cider, 300,000 gallons	82,000
Cranberries, 17,500 bushels	131,250
Dried fruits, 20 cars	33,500
Eggs, 64,140 cases	323,360
Honey, 20 cars	<u>40,000</u>
Amount carried forward	\$1,438,989

	Amount brought forward	\$1,438,989
Krout, 125 cars	65,000	
Lemons, 417 cars, (125,100 boxes)	481,500	
Nuts, 114 cars	125,400	
Onions, 138 cars	71,387	
Oranges, 390 cars, (117,000 boxes)	481,495	
Poultry, dressed, 3,000,000 lbs	210,000	
" live, 200,000 doz.	400,000	
Potatoes, 1526 cars (610,400 bush.)	510,000	
Pop Corn, 5 cars	4,000	
Strawberries, 80,000 crates	200,000	
Squash, 25 cars	5,000	
Turnips, 25 cars	3,000	
Tomatoes, 40,000 boxes	32,000	
Watermelons, 200 cars	30,000	
Miscellaneous sales, not itemized	500,000	
		\$4,557,771.

Estimating from the sales thus reported, the Secretary of the Exchange calculates that the aggregate of the business in these lines will not fall far short of \$10,000,000 annually.

Flour, Meal, Etc.—The milling industry, while it has of recent years shown an increase, is yet not equal to the opportunities which are afforded here for its success. In the heart of the finest winter wheat region on the continent, and having every element of availability in its favor, Kansas City should become a great milling center. It is true, that the past year, owing to the exceptional shortness, amounting to almost a total failure, so far as a surplus for manufacture or sale was concerned, of the Kansas crops of corn and wheat, reduced production here, but such seasons are incidents which in no wise refute the argument in favor of Kansas City's availability for much increased capacity for milling. The rapid settling of Kansas, the sure prospect of the opening up of the Indian Territory, and the extension of direct transportation lines into the Pan Handle of Texas, all combine to improve the prospect for a steadily increasing supply from one of the most productive sections of the Union, and to invite additional milling enterprises. As it is now much of the flour used in the city is brought from other manufacturing centers, and few fields of enterprise offer more inviting opportunities for the investment of capital in manufactures than does the milling business in Kansas City. The figures for 1887, owing to the short crops before mentioned, fell off from those of 1886, but those of the present year will doubtless make a more favorable showing. Last year the receipts of flour were 1,500 barrels and 379,858

sacks, and the shipments 2,081 barrels and 385,973 sacks; meal, receipts 40,959 cwts., shipments, 65,348 cwts.; bran, 93,054 cwts., received, 40,890 cwts. shipped, while in hominy, mill-stuffs and feed the product of local mills was all used in the city.

OTHER PRODUCTS.

In many other commodities besides those enumerated in the foregoing Kansas City does a large business both in receipt and shipment. In some of them the figures are given in the exhaustive annual report of Secretary Miller of the Commercial Exchange. By that report it is shown that 632,698 tons of coal were received and 137,721 tons shipped; zinc, receipts, 34,041,900 lbs., shipments, 43,417,641 lbs.; pig lead, 37,794,437 lbs., received, and 19,569,198 lbs. shipped; bullion, 75,086,432 lbs. received, and 50,890,039 lbs. shipped. These figures are for the year from July 1, 1886, to June 30, 1887, inclusive. The same authority shows that in the same period there were of coffee, 69,510 sacks received, and 35,785 sacks shipped; that the receipts of sugar were 203,798 barrels and 35 hogsheads, and the shipments 87,125 barrels and 23 hogsheads; salt receipts, 251,792 barrels, shipments 113,937 barrels.

THE JOBBING TRADES.

It has been shown, in the brief historical sketch introducing this work, that successful ventures in wholesale merchandising were established here while yet the town of Kansas was an inconsiderable village. The history of Kansas City has been one of continuous growth as a center of distribution, and this expansion has been due to the populating of the region to the West and Southwest, which forms the trade territory of its commerce. The country thus made tributary to the trade of the city has acquired increased wealth and augmented the sum of its production year after year, and has, in like ratio, also increased its demands for the necessities and comforts of life, thus opening a wider channel for the business of the merchant, wholesale and retail. Contemporaneously with this growing demand the constant accession of transportation facilities has made Kansas City the center for the supply of all the country West and Southwest of her, as well as in the Western portion of Missouri, and she now holds a recognized position as the distributing point for a vast wholesale trade, covering not only Kansas, but also Iowa, Nebraska, Colorado, Wyoming, Arkansas, Texas, New Mexico and Arizona, and has become the leading market for a population aggregating about 9,000,000 people. Under such circumstances the aggregate of the business transacted by the jobbers of Kansas City is necessarily vast in volume, and a brief review of the state of trade in the several lines, will be appropriate to the objects of this work.

Groceries.—The first jobbing house ever established in Kansas City was engaged in the grocery line, and this city has, from that time to this, enjoyed a prosperous business as a jobbing center for groceries. There are now nine large grocery houses in the city doing an exclusively wholesale business, and carrying full lines of staple and fancy groceries, while there are a number of firms dealing in special branches of the trade. At a conservative estimate the amount of capital invested by these firms will exceed \$3,000,000, doing an annual trade of about \$23,000,000. In this line the principal territory receiving supplies from this market embraces Kansas, Western Missouri, Arkansas, Southern Nebraska and Southern Iowa, although the business is by no means confined to those States, the houses engaged in the trade being substantial and aggressive and making successful efforts of late to push their trade into a wider field. A substantial evidence of the prosperity of the city is shown in the increase of grocery sales, which in 1887 aggregated an advance of over 20 per cent. as compared with the transactions of the previous year.

Dry Goods.—In dry goods and the kindred lines of notions and furnishing goods the wholesale trade is represented by a number of substantial and prosperous houses. Over \$2,000,000 is invested in the wholesale business in these lines, and the annual volume of trade will aggregate about four times that amount. The houses engaged in these lines are prosperous and not only is the aggregate of their sales steadily increasing, but the territory covered by their business is extending rapidly and they are successfully contesting for territory heretofore claimed by other jobbing centers as all their own. Retailers in the growing towns of the West are each year more numerously becoming convinced of the fact that goods can be purchased to equal advantage here as in New York, so far as the assortment of their stock is concerned, and that the great saving in time and freight expenses makes this market the best one in which to replenish their shelves. The steady growth in this business affords one of the most gratifying features of the trade expansion general to the jobbing business of the city.

Drugs.—The jobbing drug trade of Kansas City is a very large one, engaging the attention and enlisting the energies of firms with ample resources, and steadily expanding the area covered by its trade, and increasing steadily the volume of its sales. The aggregate of this business in 1887 was over \$2,000,000, and the wholesalers expect to add materially to that figure in the current year. The stocks carried in this line are in every respect complete, and the facilities of the firms engaged are such as to offer every inducement to the retailers in the section of which Kansas City is the center. Details in regard to the leading houses in this line will be found in a later portion of this work.

Agricultural Implements.—There is no branch of business trans-

acted in this city in which so favorable a showing is made in comparison with other centers of trade as in agricultural implements, for in this line Kansas City does a business exceeding in volume that of any other city of the Union. It is stated by a recent article on this subject that the entire product of the various manufactoryes of implements in the United States for the past year is estimated at \$60,000,000, and when it is considered that in 1887 Kansas City alone handled \$18,000,000 worth, or about 30 per cent. of the entire product, the value of this trade to the city will be seen to be of the utmost importance. The initial enterprise in this line here was one starting, upon a modest scale, in 1865. Since then the growth of the business has been steady and continuous, the field occupied by the trade from this city widening, every year, until it now covers Missouri, Kansas, Nebraska, Southern Iowa, Colorado, Arizona, New and Old Mexico, Texas and Arkansas. Every factory of agricultural implements and machinery in the United States has a representative here, and it is stated that 75,500 cars were required to transport the goods in this line sold by Kansas City houses during 1887, in which year, notwithstanding the general reduction in prices of goods of this character, the aggregate of sales in this line was larger than ever before in the history of the trade in this city. No trade statistics so amply confirm the title of Kansas City to be considered the metropolis of a great agricultural region as do those relating to this branch of business, and nothing indicates more surely the greatness of her future as a commercial center than does the steady increase in the volume of this trade from year to year.

Hardware.—In every description of hardware the increase of business during 1887 was as marked as in any of the other important jobbing lines, and the experience of the trade affords promise of a still more remarkable increase during the present season. The annual transactions in this branch of trade reach over \$3,000,000, and the jobbers engaged in the line are aggressive and are steadily encroaching upon the trade heretofore controlled by other cities.

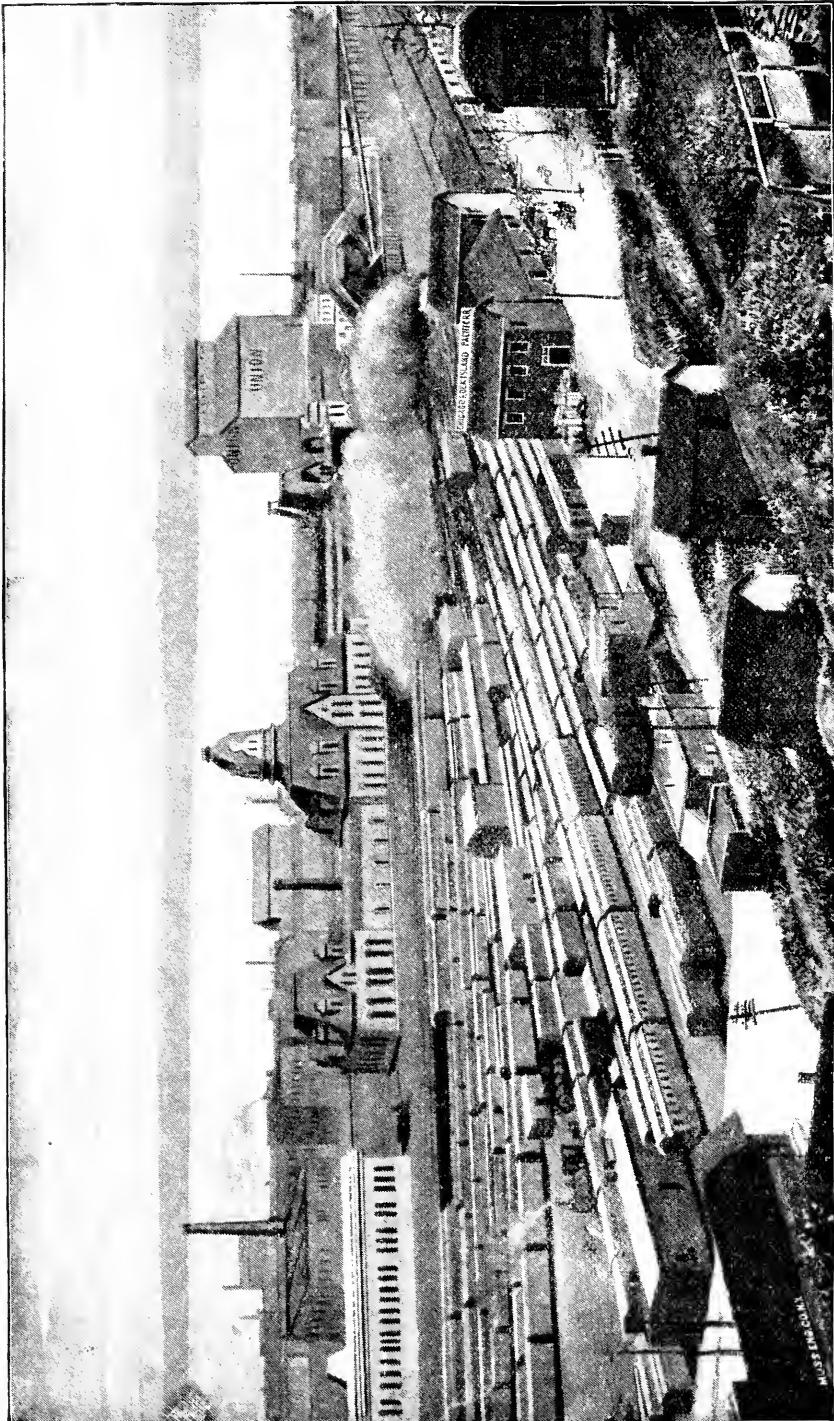
Boots and Shoes.—The volume of trade for 1887 in this line is stated to have reached \$3,000,000, and the wholesalers in the line feel the utmost confidence in their ability to largely increase their sales this year. In the manufacture of boots and shoes an encouraging beginning has been made, but there is still a most favorable opening for more industries of this character. In fact, there are few avenues of production in which the field is more inviting.

Other Jobbing Lines.—In addition to the departments of commerce indicated in the foregoing, Kansas City is represented in all the other lines usually carried on in a metropolitan center. Of all it may truthfully be said that their business status is most encouraging, all dealers agreeing that the year 1887 was the most prosperous in their

history. In the wholesale liquor trade the loss of business by the Kansas prohibitory legislation has been fully made up by accessions in other territory, and the volume of the business was never before so large. In clothing, while there is still room for a large accession of manufacturing concerns, the jobbing business has shown a gratifying increase, and the same is true of hats and caps. In queensware, etc., a larger number of customers, an increased business and a wider field of operations is reported, and in the saddlery, stationery, paper and other jobbing lines the report is no less encouraging.

The great increase in the commerce of this city may well be regarded with surprise by those residents of other cities who have not calmly and carefully noted the causes contributing to these results. The annals of trade present few, if any, parallels in mercantile growth. And yet, when the events of the recent past are reviewed, when the stimulation of Kansas City's commerce is observed in connection with her unprecedented accessions of transportation facilities, the rapidity of the populating of the region of which she is the commercial center, and the confidence with which capital is being invested in all parts of the West and Southwest, the fact of her accelerated trade is logically accounted for, and the assurance of a still greater volume of business in the future is established beyond possibility of doubt.

The favorable showing made by the commercial houses is emphasized by the increase in her banking facilities, the growth in her manufactures, the activity of her real estate transactions, the number and value of her new buildings and all the elements of material progress that can possibly combine to indicate stability in the present and encouragement for the future.



VIEW FROM BLUFF AT THIRTEENTH STREET.

PRODUCTIVE INDUSTRIES.

ACTIVITY OF KANSAS CITY IN THE PACKING INDUSTRY AND IN MANUFACTURES.

UNDISPUTABLE as is the fact that mercantile enterprises are of great value to a city, it is no less unquestionable that productive pursuits are conducive in a greater degree to permanent prosperity than are those solely devoted to the distribution of goods produced elsewhere. There is, therefore, no more encouraging sign for the future of Kansas City than is conveyed by the fact that her recent history has been one of remarkable activity in the increase in the volume of her already established manufactures, and the acquisition of valuable additions to her factories and workshops.

That the necessity of manufactures to her future is recognized by the people of Kansas City, is evidenced by the substantial encouragement given to enterprises of this character, through the Merchants and Manufacturers' Bureau and other agencies, by which the capital invested in manufactures—exclusive of the addition to the pork and beef packing facilities of the city—amounted to 75 per cent. increase during the year 1887.

It is proposed, in discussing the subject of the productive industries of Kansas City, to first review the growth of its packing interest, then to briefly set forth what has been done in the way of manufactures in general, and to supplement these with a concise statement of the inducements offered by the city for the establishment of other manufacturing enterprises.

Packing and Provisions.—During the two decades covering the history of Kansas City's connection with the packing business, there has been a progress in its volume which gives indication of a growing conviction on the part of the packing interests of the country, that here this industry must ultimately find its principal and permanent home. There was a time when Cincinnati held the greater portion of this business, but

as population and facilities for reaching Eastern and export markets centralized further West the necessity of removing the business nearer to the source of supply became apparent, and Chicago took the bulk of the business, and Cincinnati was "Porkopolis" no longer. The same causes which shifted the bulk of the packing industry from Cincinnati to Chicago, are now operating to secure a permanent home for it in Kansas City. The essentials for the creation of such a center are proximity to the source of supply, by which long and fatiguing hauls of live stock are avoided, and transportation facilities for shipping the product to the markets of consumption and export. Events have demonstrated that the permanent cattle range of the country will be principally located in the region between the Missouri River and the Rocky Mountains, and of which Kansas City is the commercial metropolis, and in the other requisite of railway conveniences it has been shown, in a previous chapter, that in this respect Kansas City is already as favorably situated as any city in the West, and is acquiring additional facilities of this character more rapidly than any competing center.

The causes thus combining to render Kansas City the most available spot for a great packing center have impressed themselves upon the larger firms and corporations engaged in this industry throughout the country, and many of them have established houses here, while still more may be expected to come in the near future. In 1868, the first year of the industry, 13,000 hogs and 4,200 cattle were handled, and in 1887, the twentieth year of the packing business in this city, as shown by the valuable and interesting report recently compiled by Col. Theo. S. Case, as Secretary of the Merchants' and Manufacturers' Bureau, the number of hogs packed was 1,937,866, of cattle slaughtered 165,736, and of sheep 72,349, the total product of the packing houses for the year aggregating \$55,000,000 in value as against \$36,700,000 for the preceding year. During the year, two large dressed meat establishments were erected, and the capacity for carrying on the industry has been largely increased. To this other concerns will soon be added, and the time is nigh when Kansas City from second place will advance to first, and Chicago will be compelled to surrender its supremacy in this department of production to the Midland City.

Iron and Steel.—In the accession of new manufacturing industries to Kansas City for which the year 1887 was the most notable in local history, those of which iron is the raw material form a conspicuous part. Nor is this acquisition to be wondered at when the many advantages of the city for the prosecution of industries of this character are considered. The city is located in a region which, in a radius of 150 miles on the Missouri side is underlaid with practically inexhaustible supplies of iron ore, while a line of railroad gives direct connection with

the iron districts of Tennessee and Alabama. The supply of coal within a narrow radius is also ample and of the best quality, and all the elements of availability for carrying on the manufacture of the products of iron and steel combine here upon a scale of completeness not surpassed by any city in the Union. These advantages are combined with a large and ever widening home market for the product which offers an inviting field for the establishment of manufactures of this character. These advantages have not been overlooked, although they were apparently neglected for a long time, and there is now no city in the United States which is more rapidly adding to the number and size of its manufacturing establishments in this as in other lines.

Among the large industries already established are eleven foundries, three machine shops, two stove factories, a nut and bolt works, frog and switch works, carriage spring works, several boiler factories, radiator factories, and manufactories of corrugated iron work, plows, galvanized iron work, hay presses, tools, and a large number of other articles produced from iron and steel, as well as those engaged in the production of wire goods. In addition to a large number of shops and foundries engaged in the manufacture of iron and steel work on orders and for the trade, there are large shops for the railroad companies of which those of the Wabash and St. Paul railroads are the most considerable.

Other Metal Industries.—In addition to the industries of which iron and steel are the materials, a number of other establishments are engaged in utilizing metals for trade. Smelting of bullion is carried on upon an extensive scale, and Colorado, New Mexico and Arizona send supplies of refractory or composite ores which cannot be profitably reduced at the mines to the works in this city, while large quantities of base bullion are sent here to be subjected to the refining process. Other metal industries include brass foundries, producing a full line of goods of that metal, and manufactories of shot, of type, of cans, and of many other articles of commerce.

Building Materials.—An abundance of suitable clay in the immediate vicinity affords the means, and the great activity in building Kansas City and towns within its reach form the inducements, for large operations in the manufacture of brick. There are now seventeen firms engaged in this business, with a capital invested of \$575,000, employing 2,500 hands, and with an annual production aggregating over \$1,000,000. The preparation of lime, in which five firms are engaged, produces a yearly output of \$220,000, and other large works are engaged in various departments of building material manufacture, including cement making establishments with a combined capital of \$160,000, and an annual product of \$350,000, and manufactories for the production of sewer pipe, tiles, terra cotta lumber, and other building materials, in addition to the firms engaged in making lumber and lumber products.

Lumber, Etc.—Kansas City is favorably located with reference to the receipt and distribution of lumber and its products, the timber resources of Missouri and Arkansas being ample for the needs of business for years to come, and being accessible by transportation lines reaching Kansas City. Saw-mills of large capacity are located in this productive timber belt, and from them an ample supply of yellow pine and other valuable varieties of lumber is received, to utilize which twenty-one planing mills are engaged, with an aggregate of 600 hands, and an annual production exceeding \$2,000,000. The manufacture of furniture, boxes, trunks, cooperage, brooms, frames, show-cases, woodenware, carriages, wagons, etc., are included among the many industries for which this large timber supply forms the raw material. These enterprises have participated in the prosperity which has been generally characteristic of all business in Kansas City during recent years, and a ready market is found for all the manufactured goods produced by them.

Other Manufactures.—It is not possible within the space accorded to this general review, to particularize each manufacturing branch carried on in Kansas City. The aggregate is a large one, but is not yet nearly up to the capability of Kansas City and its trade territory to support. The lines now here include in addition to those already enumerated, breweries, distilleries, manufactories engaged in making baking-powder and other grocers' sundries, grinders of coffee and spices, manufactories of crackers and confectionery, of clothing, hats and caps, fur goods, jewelry, glue, matresses, mantels, mirrors, medicines, paints, oils, varnishes, soap, signs, umbrellas, etc., houses engaged in printing, blank-book manufacture, paper-box factories, and a number of other manufacturing concerns engaged in a varied number of lines. Many of these houses will have special mention in a later portion of this work.

Inducements to Manufacturers.—It has been shown by the foregoing portion of this chapter that Kansas City has already turned attention, upon an important scale, to manufactures, and that many thriving and substantial concerns are established in the city. But it is not intended to attempt to prove that Kansas City has achieved the full measure of her capabilities to support manufactures, or that in any branch of productive industries the avenues to success are blocked by a complete covering of the field. On the contrary, while the advance in the manufacturing interests of the city during 1887, involving, as it did, an increase of over 75 per cent. in the capital invested in manufactures in the city, was probably the most remarkable accretion of productive resources ever obtained by any city in a single year, yet the field for further investment in manufactures is the most inviting one open to the capital of the country. The supply of the raw material for all classes of manufacture is abundant in the vicinity, coal is cheap and plentiful, natural gas is one of the probabilities of the

near future, and every convenience and requirement for engaging in productive pursuits is at hand. Of course this wealth of raw material would be useless without a market for the manufactured product. But in this respect the inducements are even more strong. The central position of Kansas City to means of transportation has already been shown to be the best in the West, and the rapid growth not only of the city itself, but of the vast and fertile regions of which it is the commercial center, provides for the producer not only an already large market, but one that is growing year by year and day by day at a ratio of increase much greater than any other region of equal extent in the world. These, in brief, are the inducements offered to manufacturers to establish themselves here, and in addition to these advantages of situation the Merchants' and Manufacturers' Bureau, as an organization, and many progressive citizens as individuals, are prepared to offer special inducements to manufacturing enterprises in the way of cheap manufacturing sites and other substantial methods of encouragement for ventures of this character. Those interested in this subject should refer to the recently published annual report of the Merchants' and Manufacturers' Bureau, prepared by Col. Theo. S. Case, formerly Secretary and now Vice-President of that organization, in which the advantages of Kansas City and the inducements offered for additional manufactures are clearly and fully set forth. Manufacturers looking for a location would also do well to correspond with Mr. Matt. H. Crawford, the efficient successor of Col. Case in the Secretaryship of the Bureau.

BANKING AND FINANCE.

MONETARY FACILITIES OF THE GATE CITY FOR THE EFFICIENT PROSECUTION OF ITS BUSINESS.

CLOSELY related to the industries of production and distribution are the banking facilities of a city, and there is no more accurate barometer of prosperity or reverse than the degree of activity shown in the reports of the clearing house. The increase in the bank clearings and balances shown by the clearing house reports has been more remarkable in Kansas City than in any other financial center of the country as is shown by the following totals for the past five years:

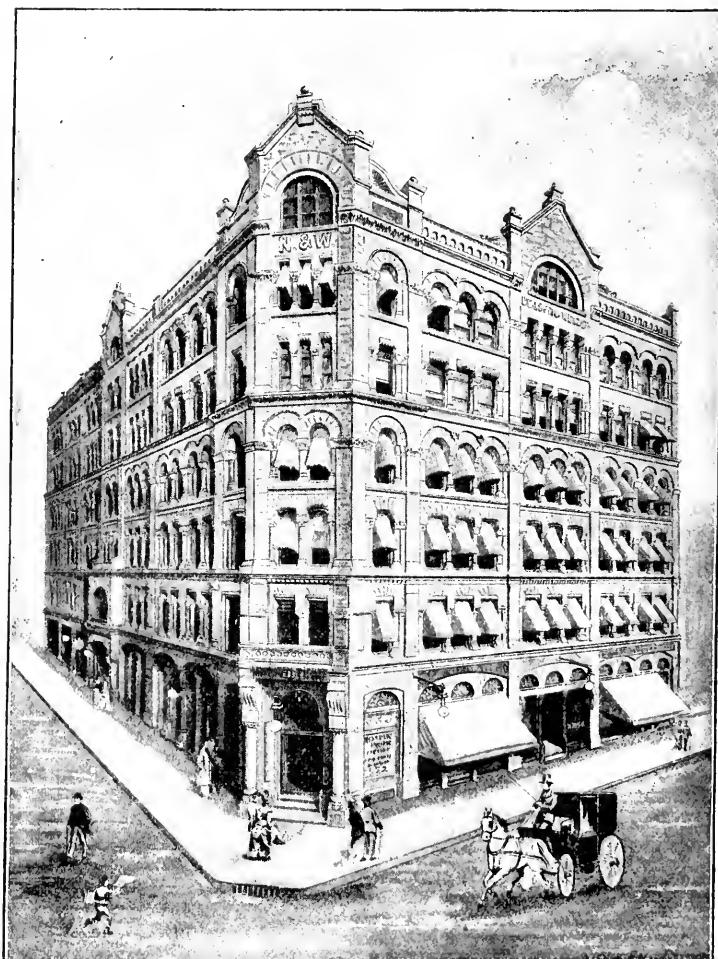
	CLEARINGS.	BALANCES.
1883	\$132,501,100	\$19,568,742
1884	177,174,467	25,037,129
1885	223,789,419	36,565,250
1886	283,938,359	56,042,136
1887	389,623,072	84,195,735

The increase of \$105,684,713 in the clearings for 1887, or 37.22 per cent. over those for 1886, affords one of the most striking proofs possible of the magnitude of the business activity of the past year. Activity in banking is an unfailing sign of prosperity in business; and gauged by this test the most flattering reports that have been made of the Kansas City boom are proven to have been fairly based on the situation.

There are twenty-two banks in Kansas City, eight of which are National banks. The capital of these banks is as follows:

National Bank of Commerce	\$2,000,000
American National Bank	1,250,000
National Bank of Kansas City	1,000,000
Union National Bank	600,000
First National Bank	250,000

Amount carried forward, \$5,100,000



NELSON AND WELLER BUILDING.

Amount brought forward,	\$5,100,000
Merchants' National Bank	500,000
Citizens' National Bank	200,000
German-American National Bank	200,000
Armour Brothers' Bank	250,000
Central Bank	100,000
Kansas City Stock Yards Bank	200,000
Kansas City Safe Deposit and Savings Bank	200,000
Grand Avenue Bank	50,000
Savings Bank of Kansas City	50,000
Home Savings Bank	50,000
Savings Bank of Kansas	27,000
Security Savings Bank	25,000
Other Banks	135,000

\$7,087,000

This is an increase in banking capital of \$2,322,000 from December 3, 1886, to December 31, 1887. In addition to capital as above stated the banks in December, 1887, had a total surplus of \$983,400.

Nor does this large capital in the regular loan and discount and savings banks represent the sum of the financial resources of Kansas City, for there are here in addition, twenty-eight investment companies, with an aggregate capital of \$7,773,000 and a surplus of \$278,000.

The year 1887 was a prosperous one for banks in all parts of the United States, but in no other city in the Union was there so large a percentage of increase, either in the clearing house operations or in banking capital, as in Kansas City. In other respects the financial history of the year was equally favorable. Although there was an increase during the year of 1,100 new firms, wholesale and retail, there were only thirty-one failures in 1887 against thirty in 1886, while the amount of liabilities of the thirty-one was only \$257,000 as against \$470,792 for the thirty in the preceding year, making a difference in favor of 1887 of \$213,592 in the amount involved in failures. So that even the figures showing the reverses of the few unfortunates makes a favorable exhibit for the financial stability of Kansas City.

The banks all paid substantial dividends during the past year, and in every way they give evidence of their stability. They pursue a conservative course and adhere strictly to legitimate banking principles, and their great success is due to the active interest which the capital of the country is taking in Kansas City, and the large amount of money which is being invested here in property and business.

REAL ESTATE.

MANY MILLIONS BEING INVESTED BY CAPITALISTS IN KANSAS CITY AND SUBURBAN PROPERTY.

INCIDENT to the growth in commerce, in transportation facilities, in manuactures and in all the elements of progressiveness and metropolitan surroundings, there has been for several years an increasing activity in real estate transactions in Kansas City. The causes for this have been made apparent in the preceding chapters, in which the story of the expansion which is apparent in all the material interests of the city has been truthfully told. With important industries already here in large numbers, and others continually coming in; with a back country which is receiving accessions to its population more rapidly than any other part of the Union; with a greater share in the advantages to be derived from railroad construction than any other city, and with a record of prosperity in all the activities which has no parallel in the history of American cities, it is not in the least to be wondered at that the demand for real estate in this city should have been strong and that the capitalists of the country, seeking safety and profit in their investments, should have their attention attracted in this direction.

The size and number of the investments in real estate in this city have brought forth, from time to time, expressions from the press and real estate dealers of other cities, indicating doubts of the stability of the prosperity of which this activity in real estate is one of the strongest indications. This spirit of distrust is not, however, shared by those who have taken the trouble to investigate the causes for the continued demand for Kansas City property, found in the continued augmentation of metropolitan conveniences, and an accelerated growth in all the elements of material advancement. For a number of years the question of the final location of the commercial and manufacturing center for the Southwest was in dispute as between Kansas City and several rival cities, but events have settled this question and the supremacy of Kansas City is confirmed.



NEW YORK LIFE INSURANCE BUILDING.

Just as surely as that the vast and fertile region of which it is the gateway will grow in population and importance, is the fact that it is the destiny of Kansas City to become one of the largest and to remain one of the busiest of American cities. The money that is invested in Kansas City realty is placed safely and profitably, and wonderful as the activity has been and now is, it is fully justified by the conditions of the present and the certainties of future development.

A very large amount of the capital invested in Kansas City has come from the East, where people of substance find a difficulty in securing more than 3 or 4 per cent. upon safe home investments. Wisely looking for opportunities for larger returns upon securities equally as safe as those in which these low interest rates prevail, attention was directed toward the West, and to Kansas City as the center of the brightest promise in all the region of which it is the metropolis. The more closely the possessors of capital have scanned the situation and weighed the probabilities of the future, the more firmly established has become the conviction of the wisdom of investment here. The result is shown in the fact that among the heaviest investors in Kansas City property are numbered men and corporations known for their solid conservatism and for their rigid scrutiny of all the surrounding facts before investing.

The figures for the past three years form the most convincing evidence of the extent and stability of the confidence felt by capital in the property of Kansas City, Mo., Kansas City, Kas.; Independence and the North side.

In Kansas City, Mo., the transfers were for 1885, \$17,745,700; in 1886, \$54,640,083; in 1887, \$98,030,529. On the West side, (Kansas City, Kas.,) they amounted in 1885 to \$2,011,461; in 1886, \$8,031,862; and in 1887, \$16,930,248. On the East side, (Independence,) they were in 1885, \$1,142,316; in 1886, \$3,144,447; and in 1887, 15,599,749. On the North side, (Clay County,) the figures were: in 1885, 528,506; in 1886, \$864,667; and in 1887, \$6,314,310. The totals for Kansas City, Mo., and the West, East and North sides were in 1885, \$21,427,983; in 1886, \$66,681,059; and in 1887 reached the enormous total of \$136,865,836.

There is no previous record of increase in the real estate of any city in the Union which at all compares with that shown by the foregoing figures. They afford the most convincing response to the arguments of those who have predicted the collapse of the "boom" which Kansas City realty has enjoyed, with steadily increasing strength, for the past three years. Prices are, of course, much higher than they were in 1885, but they are not inflated and have only kept pace with the growth of the city, with its acquisitions in actual improvements, and with the rapidity and foresight with which the city is providing itself with the means and facilities for metropolitan existence. Although prices have advanced they are still below cities of similar size in the East, none of which can compare possibilities for future growth with this city.

The real estate market in this city has become less and less speculative, and the ruling feature of the transactions of the present is the fact that they are nearly all made for permanent investment. The class of investors now taking the greatest interest in Kansas City is one that desires to secure a safe and profitable income, and buys real estate for the purpose of building upon it and securing to themselves the benefit of the future advance in price. Option sales are not so common now as they were a year ago, and most of the transactions are upon a cash basis, giving to the real estate market a substantial foundation and offering a most solid proof of the abiding faith of investors in the permanency and future increase of values.

The activity in the real estate market is not confined to large properties intended for sites for magnificent office buildings and mammoth business palaces, but the demand is great for manufacturing sites, for smaller business houses, for the homes of the tradesman and the mechanic, and for the needs in every way of the steadily increasing population. New additions are being laid out, which, while being sufficiently near to the business center, are sold at prices which offer unsurpassed inducements to those of modest means, working men, clerks and those doing business upon a small scale, to secure homes, which can now be procured at a comparative economy of cost, and which will increase in value from year to year. It is important that Kansas City should become a City of Homes, and the activity of investments of this character affords a cheering sign for the future. The confidence of the residents of the city in the stability of its prospects is evinced by the general demand on the part of all those who are able to invest, for a site for a home or business place. The accession of manufacturing concerns, which is now so rapidly and steadily going on, will doubtless cause a still further augmentation of the population during the present year, and although the building activity of 1887 was remarkable, there is still a lack of sufficient buildings to properly accommodate the increased population, for although there are three and a half square miles of buildings erected here every year, and over 40,000,000 brick laid, there is an average of three families to every house in the city. This accounts for the activity which has been manifested in the more desirable additions which have been platted within the last year or two, and which continue to be in demand for building purposes.

THE BUILDING RECORD.

That the numerous transactions in Kansas City realty were not merely for speculation is shown by the wonderful and unprecedented activity in the erection of buildings in the year 1887. During that year 5,455 buildings, representing in the aggregate an expenditure of about \$15,000,000, were erected in Kansas City. This is not only a great advance in num-

ber, but the character of the buildings themselves were so much superior to those erected in any previous year as to make the comparison with former records still more favorable. Among these buildings are the new Commercial Exchange building, a seven-story structure, 120 x 172 feet; the Midland Hotel on Seventh street, running from Walnut street to Grand avenue, seven stories high, and costing \$1,000,000; the American Bank building, at Eighth and Delaware streets, seven stories high, costing \$500,000; the Warder Grand Opera House, at Ninth and Holmes



THE MIDLAND HOTEL.

streets, costing \$25,000; the New York Life Insurance Company's building, costing \$1,000,000; the Coates House, the Water-works building, the Keith & Perry block, the Nelson & Weller building, costing \$800,000; the Exposition building, costing \$300,000; the Rialto building, costing \$75,000; the Central block, at 310 East Ninth street, six stories high, costing \$100,000; the Kansas City Club building, at Twelfth and Wyandotte streets, five stories high, costing \$110,000; the Y. M. C. A. building at Ninth and Locust streets, costing \$110,000; the Gibraltar building on Wyandotte street, near Ninth, costing \$200,000, and a number of other large office and business blocks ranging from \$50,000 upward in value.

It is not, however, in these large structures alone that the improvement is visible, and a very large amount of money has also been invested in private residences and residence blocks, many of them built upon handsome and attractive designs, and on this class of buildings over \$2,000,000 were expended during 1887.

In public buildings, such as churches and schools, the building record was also very gratifying, \$1,500,000 having been expended in this class of structures in 1887, as against \$150,000 in 1886. Among these buildings are the Grand Avenue Methodist Episcopal Church at Olive street and Independence avenue, erected at a cost of \$30,000; St. Mary's Church, which when completed will cost about \$90,000; Trinity Church, which is rapidly approaching completion and is expected to be ready for occupancy at the coming Easter, erected at a cost of \$100,000; Calvary Baptist Church, also now building, to cost \$80,000; the English Lutheran Church at the corner of Fourteenth and Cherry streets, to cost \$55,000; and Grace Episcopal Church, upon which work was begun last November, and which is expected to be completed by January 1, 1889, at a cost of \$160,000, exclusive of the lots, which cost \$40,000. In addition to these, there are seven other churches in course of erection in this city. In 1887 the public school building, worth \$32,000, was put up at the corner of Twenty-Fourth and Prospect streets, and another at Twenty-Sixth and Dripps streets, costing \$10,000, was also built. The Sisters of St. Joseph built a \$6,000 private school building at the corner of Tracy street and Pacific avenue.

The building record of the city is the best test of its growth in prosperity, for it shows that not only is there activity in the mere exchanging of properties, but that there is a demand for structures in which to transact business, a demand which is never experienced except in prosperous times. It is a significant fact that the handsome business blocks and private residences of Kansas City are not confined to one street or locality, but are found in all parts of the city. The buildings erected in 1887 represent a frontage of over twelve miles.

A great incentive to activity in building here is the augmentation of facilities for urban and suburban transit, which has been greatly improved during the past year, and a further reference to which will be found in a later chapter of this work. The outlook for the present year in real estate and building is very bright, as the causes leading to the large volume of business in these lines in 1887 exist in still greater force at the present time. The population is increasing at a rapid rate, new industries are springing up, new territory for trade is being acquired, and the large numbers of people attracted by these favorable conditions will necessitate the maintainance of values in real estate, and a continued and accelerated activity in building enterprises.

THE LOCAL PRESS.

*SKETCH OF THE METROPOLITAN NEWSPAPERS AND THE MEN
WHO MAKE AND MANAGE THEM.*

THE quality of a city's newspapers may usually be taken as an index of the character of the city itself. Sleepy and unprogressive towns usually have dull and commonplace journals to represent them, while progressive communities are usually represented by a wide awake and enterprising press. No city affords a better proof of this statement than this, in which the papers are noted for their restless activity in news gathering, their enterprise in availing themselves of every means to make their columns attractive, and the general "get there" attributes which belong to modern and progressive American newspapers to a greater degree than has ever been shown by the press in any other age or country.

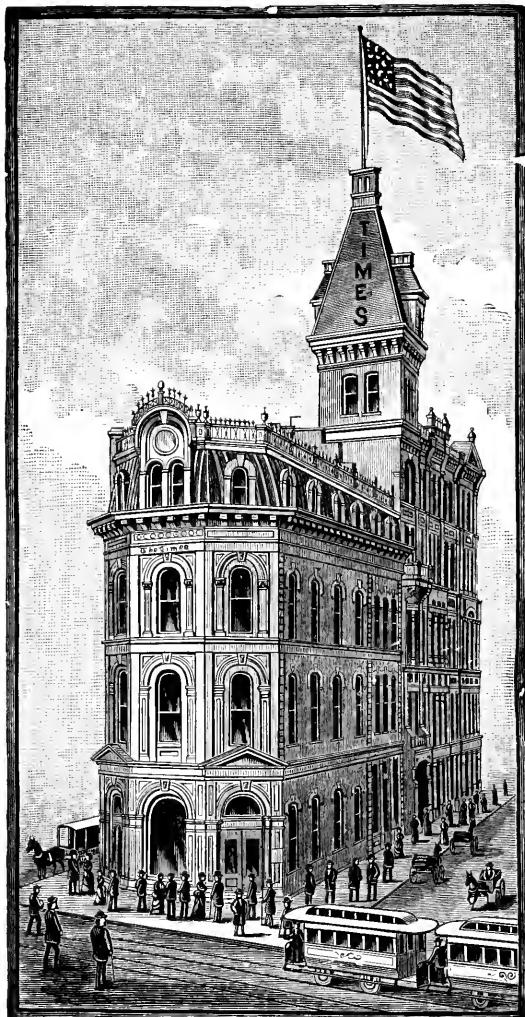
Next to the characteristic of vigor, the most notable feature of the press of Kansas City is its evident and abiding faith in the fact that in Kansas City is located the center of gravity, and that the hub of the universe has been moved West. The leading dailies of this city are recognized throughout the country as among the greatest and most influential of American journals, and this title has been fairly earned by the concentration upon their columns of the highest and most progressive order of American newspaper work, by the employment of ability and earnestness, and by a constant improvement of opportunities in the endeavor to create journals which shall be worthy representatives of the growth and expansion of the great Southwest.

The Kansas City Times.—On September 8, 1868, the first number of *The Kansas City Times* was issued from 919 Main street, according to the enumeration at that time, being directly opposite its present quarters. The proprietors were R. B. Drury & Co., and John C. Moore and J. N. Edwards were editors. On December 22, 1868, the paper was

sold to a new company which organized under the name of The Kansas City Times Publishing Co., with William E. Dunscombe as President, Charles Durfee, Secretary, R. B. Drury, Auditor, and John D. Williams, Business Manager. The editors from the first were Colonel John C.

Moore and Major John N. Edwards, who were the originators of the enterprise. From this time until April, 1869, there was no change in the ownership or departments of the paper. On that date Mr. James E. McHenry was made business manager, and held that position until June 20th of the same year, when he was succeeded by Mr. C. E. Chichester. September 20, 1869, the office was removed to the corner of Fifth and Main streets, and on February 20, 1870, the company was dissolved, the paper being sold at public sale to Mr. Charles Dougherty, of Independence, Mo. Mr. Dougherty's associates in the purchase were Colonel Moore and Major Edwards. The paper moved along with varying fortunes until August 20, 1871, when the proprietorship again changed. Amos Green was made President, Thomas H. Mastin, Treasurer, and Morrison Munford, Secretary and Business Manager.

The same month *The Times*



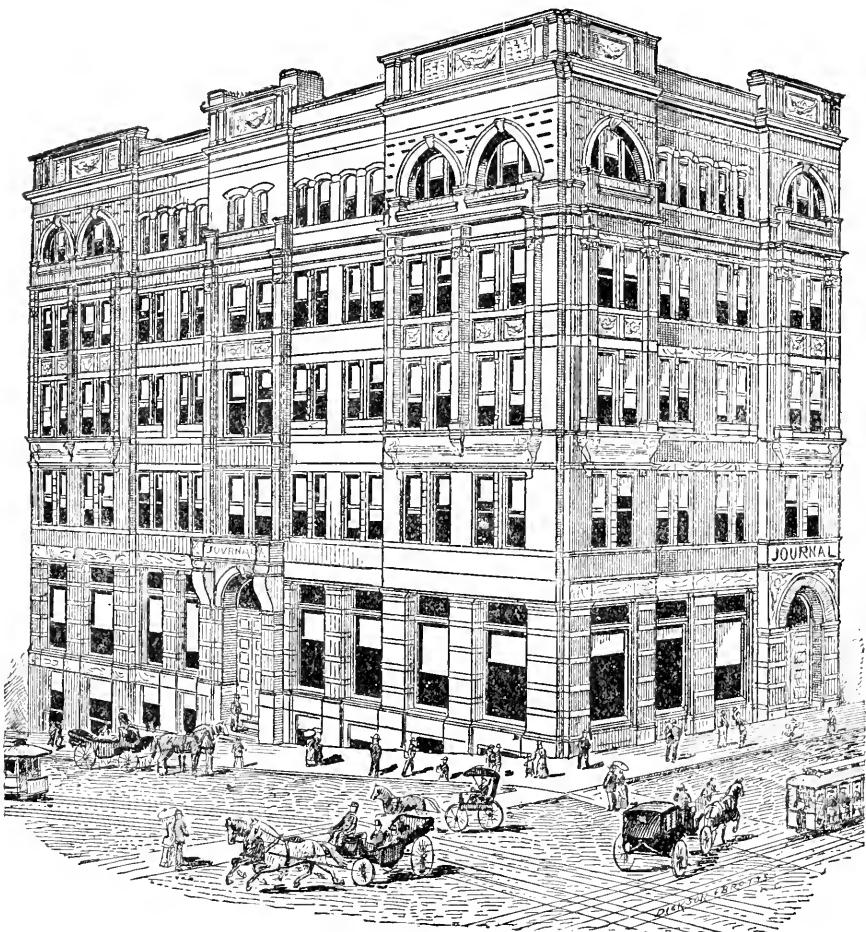
KANSAS CITY TIMES BUILDING.

removed to more commodious quarters on Missouri avenue. In 1872 Mr. Mastin sold his interest to Messrs. Green and Munford, and Mr. Green retired in 1875 and Mr. J. E. Munford acquired an interest; and in November 29, 1875, the present Kansas City Times Co. was organ-

ized with the Messrs. Munford holding nine-tenths, and Mr. Samuel Williams one-tenth of the stock. In the spring of 1878 *The Times* again moved to 17 West Fifth street. The same year Mr. Williams retired from the company, and Mr. Charles E. Hasbrook became associated with the paper as business manager. In 1881 Mr. J. E. Munford retired, and the present organization was effected with Morrison Munford as President and Manager and Charles E. Hasbrook as Secretary. In December, 1885, *The Times* made another move to its present magnificent quarters at the "Junction." The success of *The Times* is mainly due to Morrison Munford, who obtained control of it in 1871. From that time forth it grew in popularity and influence, until it is now one of the greatest newspaper enterprises in the West.

The Kansas City Journal.—This leading newspaper is now "at home" to its many thousands of readers in its new and faultlessly appointed building at Tenth and Walnut streets. It will be "at home" to them every morning during this, the thirty-fourth year of its existence, with all the news of the world for the twenty-four hours preceding. This news will possess, first, reliability; next, it will be given briefly or at length, as it concerns remotely or nearly the large and intelligent army of readers of which the *Journal* is so proud. At all times it will appear properly classified, conspicuously and in language as pure and vigorous as the English vocabulary contains. The reader will note the scope of this contract and may be interested in knowing what facilities the *Journal* has for fulfilling it. First, the *Journal* commands the vast resources of the Associated Press and the United Press in gathering news. The fields covered by these institutions are all but illimitable. Great as these are, the *Journal* supplements them with its own leased wires to important news centers where it has its own special correspondents, and to these may be added its special telegraphic service from points in Missouri, Kansas, Arkansas, Texas, Colorado, Nebraska and Iowa. Next to the vast amount of reliable news it publishes daily, it prides itself on the volume, variety and accuracy of its market reports; nor is it content with the publication of mere quotations of everything in which men trade, but it daily comments intelligently on the condition of traffic at home and abroad. Politically the *Journal* is unmistakably Republican. Its tone, however, is dignified, and even its political enemies admit that it is at all times decent. Its editorial columns also contain the best thought of the day on all current topics. The *Journal's* local columns clearly and in a sprightly manner note the steady and satisfactory development of the city, and chronicle all that is worthy of local record. It publishes a large amount of carefully selected miscellany and an amount of interesting and readable correspondence not found in any of

its rivals. The mechanical equipment of the *Journal* in quality is not surpassed by that of any other newspaper in the land. In quantity it is



THE KANSAS CITY JOURNAL.

ample to meet the demands of a large and steadily increasing business.

The Kansas City Star.—To a large number of people the evening newspaper affords the only efficient means of keeping informed upon the events of the day. Many whose avocations require their entire time from morning until evening, find in a well appointed evening newspaper, a means for obtaining information, which lack of leisure prevents them from seeking in the morning journals. To meet the wants of this large and intelligent class, bright and comprehensive evening newspapers, endowed with facilities for news getting not inferior to those of the great

morning journals, are a recognized necessity in large and progressive American cities. No paper in the Union more acceptably fills this requirement than *The Kansas City Star*, a bright, newsy, aggressive and well edited evening paper. It was established September 19, 1880, and has since steadily increased its circulation and influence until it prints four editions, and sells an average of more than 28,000 copies daily. It is independent in politics, but emphatic and out spoken upon all questions of public interest, and is especially enterprising in the presentation of the news pertaining to Kansas City, its growth and development. The *Star* controls and publishes exclusively the full day Associated Press reports and a large line of special telegrams, while the events of the city are picked up and presented in an attractive shape by a staff of intelligent and experienced reporters. Its popularity has been evinced by a steady growth in circulation and influence, and it holds a rank among the most sprightly and well edited of American dailies.

The Evening News.—This paper was established in March, 1885, by Mr. J. S. Reber, upon a modest scale, the press work being done at the A. N. Kellogg newspaper establishment. In the summer of 1886, Mr. Charles S. Painter acquired an interest and became Business Manager, and a Goss perfecting press was purchased on which to print the three daily editions. Mr. Painter retained control of the paper until May 30, 1887, when he sold out to The Evening News Association, by whom the paper is now published. The new owners, being experienced newspaper men from Eastern cities, immediately set to improving it and putting it upon a metropolitan basis. The officers of the company are N. Eisenlord, President; R. B. Gelatt, Vice-President; Willis J. Abbot, Secretary, and A. N. Safford, Treasurer. The first work of the new owners was a complete re-organization of the staff, and to this end Mr. Eisenlord assumed the business management, Mr. Safford took charge of all matters pertaining to the circulation of the paper, Mr. Gelatt became editor, and Mr. Abbot, managing editor. Mr. Alfred Patels, who has been connected with the paper since its establishment, holds the position of city editor. The new management has effected great improvements and largely increased the popularity of the paper, and a new press having been found necessary, Mr. J. J. Clause of Chicago, was commissioned to build a rapid perfecting press, which was put in operation July 25, 1887. With characteristic enterprise the management, when their facilities became thus adequate, established a special daily edition devoted to the interests of Kansas City, Kas. The reception given to this edition by the inhabitants of the city across the Kaw proves that the enterprising publishers were not in error in believing that Kansas City, Kas., demanded a daily metropolitan paper devoted to its special news and interests. The columns of the paper are filled to repletion with the

latest news and the brightest comment, and with a large local force and numerous special correspondents, backed by able editorial management, the paper is rapidly acquiring an important place in the journalism of the West.

OTHER PAPERS.

In addition to these four daily papers Kansas City is represented in special fields by a number of bright and newsy journals too numerous to be separately and specially mentioned, but each of them holding an important place in the department of journalism to which it is especially devoted. Among these are a number of trade journals, religious, educational and technical papers and magazines and publications.

The Kansas City Financial and Real Estate Record.—Without question the best edited and best printed paper of its class in the United States to-day is the *Kansas City Financial and Real Estate Record*. Established in April, 1887, as a representative of the realty interests of Kansas City and the Southwest, circulating among capitalists throughout the country, the artistic beauty of its pages, and its carefully conducted editorial departments attracted wide attention and called forth some of the most flattering notices from the press ever accorded a new paper. Perhaps the magnetic name of Kansas City aided somewhat in bringing this paper into such prominence, but if any greatness has been thrust upon the *Record* it can not be said that it has not rested well upon its shoulders. Leading real estate men of Kansas City agree that the *Record* has done more for the city in showing up to the outside world its advantages for speculation and investment than any other medium employed since its inception. The special editions of the *Record* are models of fine printing, and have proved quite an innovation in Kansas City journalism. The editor and publisher of this paper, Mr. Clifford F. Hall, has, as the publisher also of the *Modern Miller*, had a large experience in class journalism, and his two excellent papers prove him to be a very conscientious worker. The *Record* offices are in rooms 40, 41 and 95 Hall building, corner of Ninth and Walnut streets.

Kansas City Commercial.—Another paper which has aided in a large measure toward building up of the material interests of Kansas City is the *Kansas City Commercial*, a weekly newspaper devoted to the financial, mercantile, real estate and building interests of the Midland City. It presents in an attractive manner the facts pertaining to the growth and development of the city, and is in every way a reliable representative of the activity and industrial aggressiveness of the city.

The Modern Miller.—Conspicuous among the first-class trade papers of the country is the *Modern Miller*, an elegantly printed forty-page monthly milling journal, devoted to flour milling and grain handling in-

terests. This journal is now in its twelfth year. It is one of the best technical authorities on modern milling now published, and numbers among its subscribers leading millers not only throughout the United States, but in every English speaking milling country on the globe. As may readily be surmised, it is a great advertising medium for the manufacturers and furnishers of milling machinery. The *Modern Miller* is owned and edited by Clifford F. Hall. The publication office is at rooms 40, 41 and 95 Hall building, corner of Ninth and Walnut streets.

Kansas City Investor and Builder.—Among the leading class journals of Kansas City is the *Investor and Builder*, devoted to real estate, building, investment and mining interests. Its circulation covers the entire Southwest, and it is one of the most reliable exponents of Kansas City's interests. It is now entering upon its third year and is a substantial and reliable weekly journal. It is well patronized by the contractors, builders and business men of Kansas City and the Southwest, and as an investor's journal has no superior. It is the official paper of the Builder's Exchange and also of the Mining Exchange of the city. Its subscription price is only one dollar per year, and it is worthy of patronage. Its office is 407 Alamo building, and its editor, Mr. J. R. Hammond, is well known among the newspaper men of the Southwest.

Among the other publications issued in this city are the following:—Broom Corn Reporter, Catholic Tribune, Christian Companion, Consolidated City, Daily Live Stock Reporter, Horticultural World, Kansas City Architect and Builder, Kansas City Implement and Farm Journal, Kansas City Presse, Kansas City Railroad Guide, Merchants' Exchange Daily Indicator, Mid-Continent, Missouri and Kansas Farm, Kansas City Mirror, Museum Programmie, Swedish Blade, The Central Baptist, the Centropolis, The Church Builder, The Daily Drovers' Telegram, The Hotel News and Real Estate Reporter, The Dramatic Echo and Sporting News, The Dry Goods Reporter and Jobbing Trade Record, The Evangel (M. E. Church), The Evening Penny Post, The Faithful Witness, The Herald, The Hotel Gazette, The Illustrated Public Press, The Kansas City Medical Index, the Kansas City Medical Record, the Kansas City Stock Yards and Packing House Bulletin, The Kansas Magazine, The Western Dental Journal, The Western Drug Record, The Western Illustrated World, The Vorwaertz, The Western Farm and Stock Cultivator Journal, and Wilson's Sunday World.

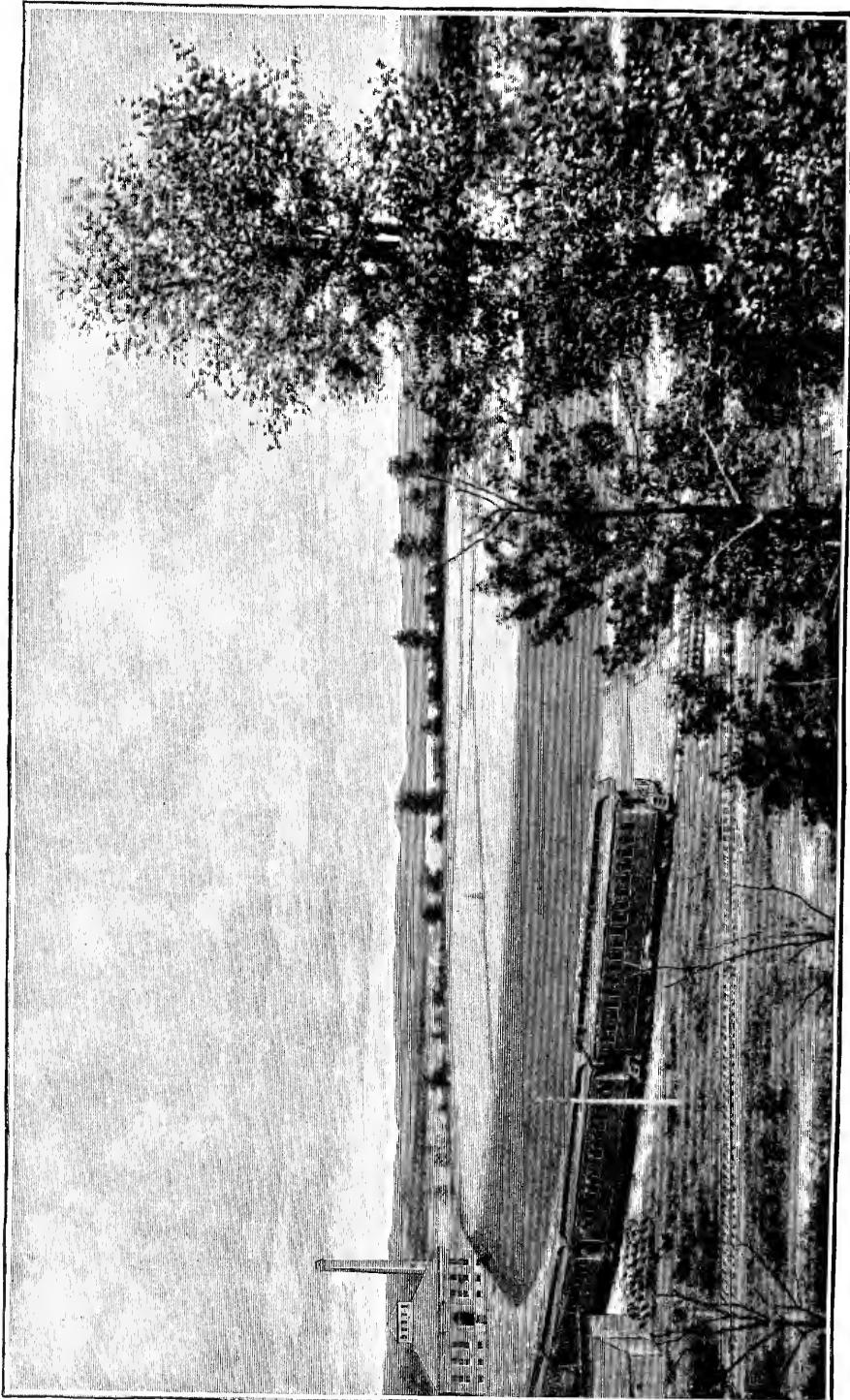
MUNICIPAL FACTS.

*THE CITY GOVERNMENT AND DEPARTMENTS, TRANSIT LINES
AND OTHER MATTERS OF PUBLIC INTEREST.*

PRIOR to 1853 there had been no municipal organization in Kansas City, the township organization having been considered sufficient for all purposes; but in that year a charter was obtained from the State, and a municipal government was organized in the following spring. The original boundaries as embraced in that charter were the river on the north, Summit street on the west, Ninth street on the south, and on the east the alley between Holmes and Charlotte streets. In 1857 an amendment to the charter was procured extending the limits west to the State line, south to Twelfth street, and made the eastern boundary the half section line which runs along the alley between McGee and Oak streets. In the following year the legislature again enlarged the limits, and made provision for the division of the city legislature into two branches, a Board of Aldermen and a City Council, which provision was repealed in the following December. Under a charter of February 12, 1858, the city was divided into three wards. In February, 1872, an amendment of the charter divided the city into six wards, and in 1875 an entirely new charter was adopted, a metropolitan police was created and Thomas M. Speers was appointed Chief of Police, a position which he still holds. In 1885 the city was further enlarged and extended one mile east and a quarter of a mile south, and was redistricted into ten wards.

The city now measures four miles east and west, and about an average of three miles north and south, and includes 7,680 acres of land. The officers of the city are elected annually on the first Tuesday after the first Monday in April, and the elective officers are the Mayor, Treasurer, Auditor, Recorder and Attorney, in addition to which there is a Common Council, composed of twenty members, two of whom are elected from each ward of the city, and a number of appointive officers. The principal officers of the city government for the present year are: Mayor, Henry C. Kumpf; Treasurer, Ben. Holmes; Auditor, Benj. D. West;





KANSAS CITY PUMPING WORKS AND RESERVOIR.

Recorder, J. J. Davenport; Attorney, W. K. Hawkins; Recorder of Voters, John C. Hope; Counselor, R. W. Quarles; Engineer, John Donnelly; Superintendent of Buildings, W. B. Everhart; Comptroller, A. E. Thomas; Assessor, T. H. Edwards; City Clerk, H. P. Langworthy; City Physician, Frank Sturdevant, M. D.

An attempt was made recently to substitute the present charter, which in the opinion of a large number of citizens is insufficient to meet the needs of the city under its present conditions, and to this end, under an enabling act passed in 1887, a board of thirteen free holders was elected in October to prepare a new charter. They performed this duty, and the charter as prepared by them was submitted to a vote of the people January 30th of the present year. The vote was a very light one, and resulted in a defeat of the charter by a vote of 2,613 against it to 1,996 for it.

The financial condition of the city is excellent, the rate of taxation having been steadily reduced from twenty-six mills in 1878 to fourteen mills in 1887. The city has no floating debt, and its entire bonded debt amounts to \$1,045,121.25, due in 1893-'95-'96, and to provide for which there is \$329,031.96 in the sinking fund, leaving the net debt \$716,089.29. There has been a steady decrease in the amount of the indebtedness of the city for the past seventeen years, while during the same period the assessed valuation of city property has increased seven-fold, and is now about \$75,000,000.

The Water Works.—An ample and effective water supply is one of the most important items in municipal economy, and in this respect Kansas City is as favorably situated as any city in the country. The first water works system was constructed in the years 1873 and 1874, and consisted of a pumping station with a capacity of 4,000,000 gallons daily, and located at the junction of Turkey Creek and the Kaw River. The growth of the city was so rapid that the capacity of the National Water Works Co. to supply it with sufficient water was severely taxed, and the result was that the Kaw River as a source of supply was found to be entirely inadequate, and the company began to look about for a location where the water of the Missouri River could be secured free from the contamination of the sewage of any great city for many miles above. For this purpose the company selected Quindaro, five miles up the Missouri River from Kansas City, and there built a vast reservoir with a capacity of 60,000,000 gallons. The reservoir is divided by heavy walls into four sections, and while the water is being pumped into one section, that in the others is allowed to settle, and at present the water is given six days to settle, and thus comes to the homes of the citizens clear and unpolluted. The pumping house, which is located by the reservoir, has a daily capacity of 20,000,000 gallons, and at Kaw Point is located another

pumping station with 9,000,000 gallons daily capacity, from which the low grounds of Kansas City, all Kansas City, Kas., Wyandotte and Armourdale are supplied. This is connected with the reservoir by a 36 inch conduit. Another conduit, 30 inches in diameter, extends from Kaw Point up the Kaw River to the old pumping station at Turkey Creek, which has been enlarged by the addition of new machinery and now has a daily capacity of 14,000,000 gallons. From this station the entire upper parts or high grounds of the city are supplied. To this system of supply additions are soon to be made, which when completed, as they will be during the spring, will make the water supply sufficient for the needs of a city of 500,000 people. The total cost of the system will be between four and five millions of dollars, and about a million dollars were expended for the improvements made in 1887.

Municipal Departments.—The Kansas City police department is recognized as one of the most efficient in the country, and consists of 101 patrolmen, seven sergeants, seven detectives, a sanitary sergeant, three captains, the chief and his private secretary. Physically it is one of the finest police forces in the country, the average weight of the patrolmen being 195.8 pounds, and that of the other officers 190 $\frac{1}{4}$ pounds; the total weight of the entire 121 persons being 25,384 pounds.

The fire department consists of sixty-one full paid men and eight watch boys, and has apparatus in use comprising one four-horse hook and ladder, one two-horse hook and ladder, nine two-horse reels, one Hale water tower drawn by two horses, one two-horse chemical engine, one two-horse hose wagon and three steamers. There are thirty-three horses kept by the department. The fire alarm system consists of 212 fire signal boxes and the 2,400 telephones of the City Exchange.

In public improvements the city is very active, showing an appreciation on the part of the authorities of the growing needs of the people. The amount expended in 1887 for public improvements was nearly double that spent in the preceding year, the total expended amounting to \$900,000 in 1887. Among the improvements were included 28.4 miles of sidewalk, 11.8 miles of paved way, twenty-one miles of street graded, one half mile alleys graded, 8.30 miles of sewerage constructed, 21.5 miles curbing built, besides a large amount of other public work, such as the building of wooden bridges, catch basins, intercepting sewers and culverts, etc.

Government Departments.—The returns of the Post Office and other Government departments in Kansas City, fully support the increase of figures shown in other branches of business. The receipts of the Post Office show an increase of twenty-five per cent. in 1887 over 1886, while the amount of mail matter handled was 30 per cent. greater than in the previous year, and the net profits of the office, 61 per cent. of

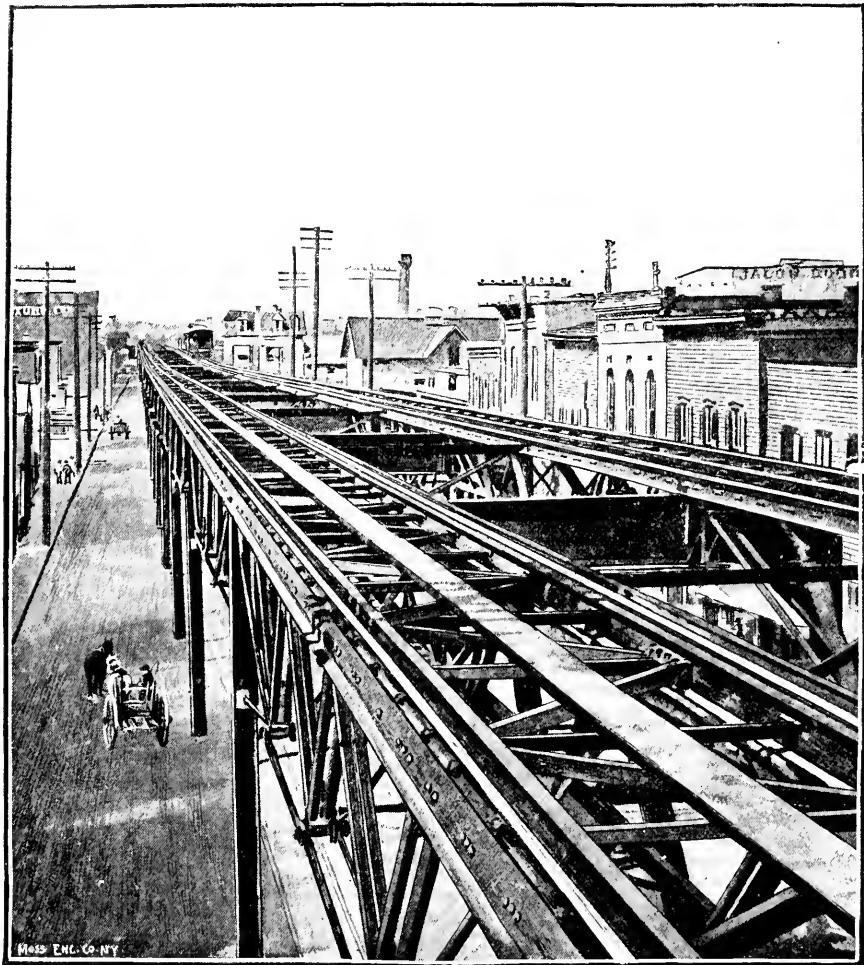
the total receipts, were greater proportionately than those of any other first-class office in the country. In like manner the figures of the Custom House indicate a great advance in business, the value of foreign manufactures imported into the city during 1887 having shown an increase of 68 per cent. over 1886, and more than 400 per cent. over 1885. The foreign value of imported merchandise passing through the Custom House amounted in 1886 to \$279,712, and in 1887 to \$470,790. In the Internal Revenue department the increase is fully as marked, the collections for the past three years having been as follows: In 1885, \$978,713.18; in 1886, \$1,208,374.96, and in 1887, \$1,324,445.

Local Transit Lines.—The first street railroad was built in 1870 from the corner of Fourth and Main streets, via Fourth, Walnut, Twelfth and Grand avenue to Sixteenth street, and in 1873 another line was built. From that time to the present additions have been made to the means of local transportation, until now the street car system of Kansas City is more complete in proportion to the population than that of any city in the Union. The most remarkable progress has been made in the construction of cable roads. At the beginning of 1887 there were thirteen miles of cable road in active operation, but at the close of 1887 there were twenty-seven miles practically finished, with twenty-two miles in operation. Another important addition made to the transportation facilities of the city was the building of the Kansas City, Independence and Park dummy line, which was completed in October, 1887. This line is nine miles in length, reaching from Kansas City to Independence. The total additions to the street car system in 1887 amounted to thirty-four miles, making in all fifty-three miles of street railroad in Kansas City and its suburbs.

The elevated railroad in Kansas City is an enterprise of which its citizens are justly proud, Kansas City being the only Western city which has adopted this metropolitan system of local transportation. The length of the elevated road is 3.5 miles, and a large amount of money has been expended by the Elevated Railway Co. in order to perfect its system. In 1887 the company constructed a tunnel 800 feet in length, twenty-eight feet wide and twenty-one feet in height in the center, arched with sixty-seven courses of hard brick set in Portland cement, and the whole backed and topped by a thick wall of cement in order to save a circuitous route around the river and reaching the heart of the city in the most direct manner. A double track cable line is being constructed through the tunnel to Delaware street on Eighth, and an engine house is being built on the West side of the bluff to operate the cable, and further additions to the line are soon to be made. On the completed portions of the elevated railway and the surface extension in Kansas City, Kas., trains are run at intervals varying from five to ten minutes, as the travel demands, and the

time made between the present terminus in Kansas City, Mo., and the City Hall of Kansas City, Kas., including stops, is fourteen minutes.

It will thus be seen that in all the measures adopted to provide means for public convenience and comfort, Kansas City is actuated by progressive



VIEW OF ELEVATED RAILROAD, NINTH AND MULBERRY STREETS.¹

ideas and managed in a spirit commensurate with the rapidity of her growth in every respect, and that all the municipal regulations of the city are upon a scale worthy of the metropolis of the great Southwest.

THE WEST SIDE.

*KANSAS CITY, KANSAS, ENJOYING A REMARKABLE GROWTH
IN POPULATION AND BUSINESS.*

In all the advantages of position, of centrality and accessibility to the sources of supply and markets for the sale of its products, Kansas City, Kas., has advantages no less great than those of Kansas City, Mo. In many respects their interests are identical, and the growth of the one necessarily acts as a stimulus to the prosperity of the other. For a number of years Kansas City, Kas., attracted little attention save as an outlying suburb of the Missouri city, but it has now advanced to such a position that it can afford to assert the individuality that belongs to it by reason of its location in another State and its possession of a separate municipal government.

A great step in advance was taken in the consolidation of Kansas City, Kas., Wyandotte, Armourdale, Armstrong and Riverview into one city, by which a unity of action in municipal improvements has been rendered possible, and an impetus given to the expansion of the business of the city. This has been shown in many ways, and notably by the increase in banking facilities, which were augmented from a total of \$109,000 in capital and \$521,556 in deposits in 1886, to \$430,000 capital and \$1,072,376 in deposits at the close of 1887, an increase in capital stock of nearly 300 per cent., and in deposits of over 100 per cent. The banks of the city are the Northrup Bank, the first National Bank of Kansas City, Kas., the Savings Bank of Kansas, the Wyandotte National Bank, the Armourdale Bank and the Fidelity Savings Bank, the three latter being additions made during the year 1887.

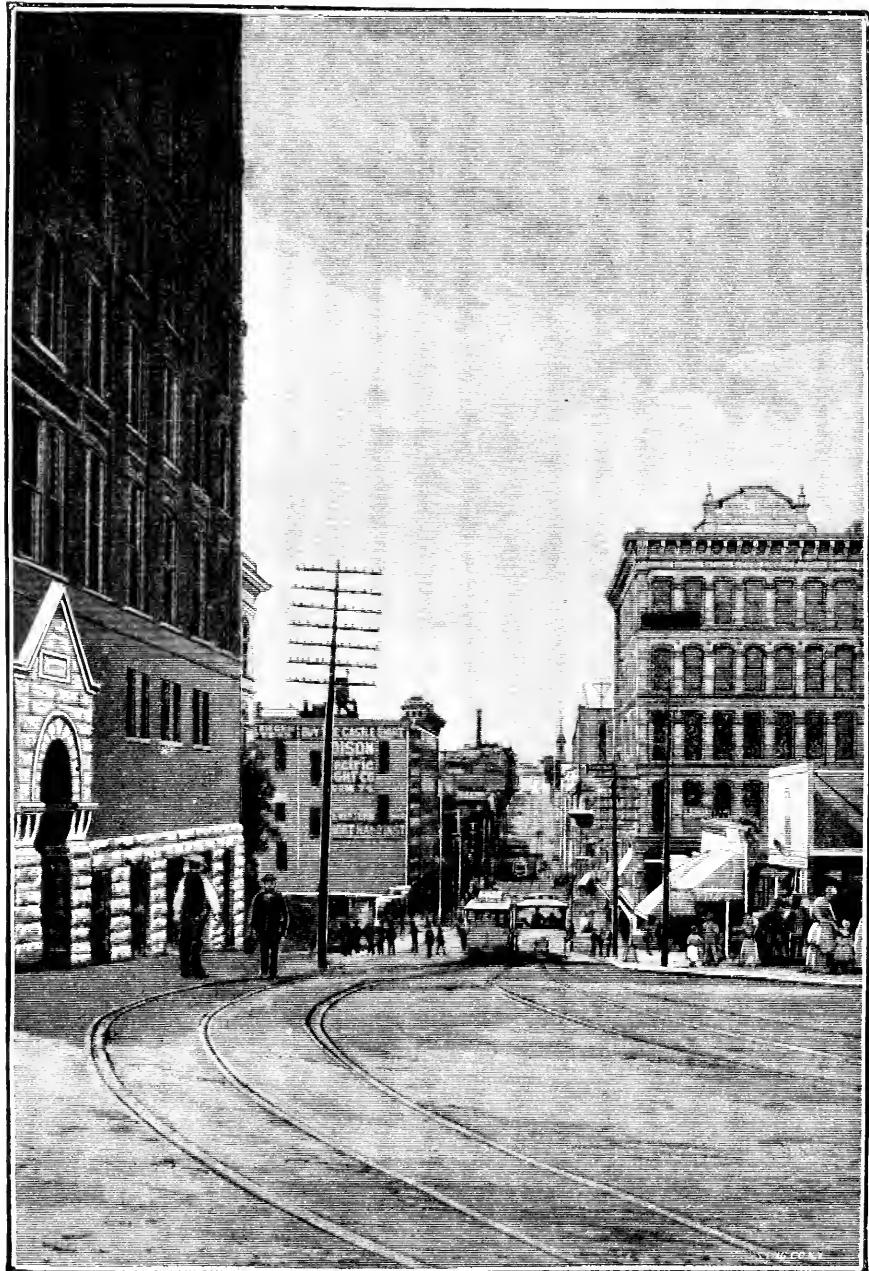
The great pork packing establishments are located in Kansas City, Kas., as well as the stock yards, and there has been a large accession of manufactories during the past twelve months. The population has increased from 21,229 in 1886, to 35,000 at the present time, while the large additions of Edgerton Place and others just lying outside the city limits contain about 6,000 more, who will probably soon be added to the city by an extension of the limits.

In real estate in Kansas City, Kas., there has been an activity no less remarkable than that in Kansas City, Mo., the transfers for 1885 having amounted to \$2,011,461; in 1886 to \$8,031,862, and in 1887 to \$16,923,916. Much of this activity has been in manufacturing sites, many of which have been, or are being built upon, and will afford employment for a large additional population. An estimate made of the building for 1887 as compared with 1886, shows an increase in favor of 1887 amounting to \$1,130,000. In 1887, 1,740 residences, aggregating a total value of \$1,568,000, were built in Kansas City, Kas.; and \$1,150,000 was expended in building factories, and \$245,000 in the erection of business houses. The additions to the manufacturing establishments of the city include two very large packing establishments, two large planing-mills, two foundries and machine shops, besides a number of smaller factories, while three great railway systems established terminal facilities in the city with depots, round-houses, shops, etc.

In municipal improvements a great advance was made, and the city and county authorities made commendable progress in the grading and paving of streets, the construction of bridges, sidewalks and culverts and in other ways contributing to public convenience.

In the facilities for local transit Kansas City, Kas., is well supplied, the elevated railroad being operated between the city and Kansas City, Mo., and cable lines reaching in every direction. In business the merchants and manufacturers are enjoying a period of prosperity, and an increase of 25 to 40 per cent. in the principal lines of trade was noted during 1887 over the figures for the year previous.

The city offers great attractions for manufacturing concerns, the Kansas laws being favorable to corporations and the prices of land lower than on the Missouri side of the Kaw. The social advantages of Kansas City, Kas., are as good as those of the other city, and an efficient school system, numerous churches representing all faiths, and associations for instruction and amusement abound. Kansas City, Kas., can congratulate itself upon the happy condition of affairs, and its increasing prosperity gives ample promise that 1888 will show an advance in all material interests even greater than that experienced in 1887.



GRAND AVENUE AND NINTH STREET.

SOCIAL FACTS

ADVANTAGES OF KANSAS CITY AS A PLACE OF RESIDENCE, HEALTH, INSTRUCTION AND RECREATION.

In the preceding chapters of this work attention has been called to the great advance which has been made in all matters pertaining to the business prosperity in the city, and while these material interests are important as being the foundation of all urban success, it will, nevertheless, be pertinent to the object of this volume to show that in the social features of metropolitan life Kansas City is in no sense behind other American cities of equal population and advancement.

The city has the advantage of a temperate and healthy climate, statistics showing that its death rate is lower than that of any city of equal size in the Union. This is amply shown by the annual report of the Health Department, issued by Dr. H. B. Wood, clerk of the Board of Health, by which it is demonstrated that the death rate of Kansas City per thousand was 11.75, only 2,116 deaths occurring in 1887, out of a population of 180,000. By corresponding with the Health Departments in other cities, Dr. Wood has compiled the following interesting table showing the relative death rates elsewhere:

CITIES.	POPULATION.	DEATH RATE PER 1,000.
Baltimore	437,000	19.16
New Orleans	250,000	26.00
Chicago	760,000	19.56
New Haven	80,000	17.9
Rutland	9,000	12.66
St. Louis	420,000	21.8
Washington	210,000	22.21

CITIES.	POPULATION.	DEATH RATE PER 1,000.
St. Paul	150,000	12.61
Toledo	73,000	15.21
Kansas City	180,000	11.75

Education.—The public school system of Kansas City embraces systematic and enlightened management and a thorough course of instruction. There are twenty-five public schools in the city, twenty-two of which are housed in buildings owned by the city, and three in rented buildings. In 1887 the number of pupils enrolled amounted to 13,587, an increase of 1,824, or 13.4 per cent. over the number in 1886; and the teaching force had been increased 10 per cent. and now comprises 235 teachers. Two new school houses were built during the year, the Lathrop, located on Central, between Twelfth and Thirteenth streets, costing \$35,000; and the Irving, costing \$32,000, and located at Twenty-Fourth and Prospect streets. A lot was purchased at the corner of Tracy and Pacific avenues, for which \$15,000 was paid, and upon which another school building will be erected during the coming summer, and further additions to the number of school houses are contemplated in the near future. The valuation of real estate owned by the school district is \$624,000, and of the buildings and improvements, \$438,620, making a total of \$1,062,620. The bonded debt of the schools is \$414,500, consisting of twelve series of bonds, none of which mature before December, 1892. Everything in connection with the schools of Kansas City is creditable to the management, and the only drawback is the crowded condition of the schools, which has been occasioned by the wonderful growth of the city, and which will doubtless be provided for by an augmentation of the facilities for the accommodation of pupils. In addition to the public schools there are several schools connected with religious bodies, as well as private academies and seminaries, which aid greatly in making complete the scholastic facilities of the city.

Closely allied to the school system as a medium for instruction is the public library, containing a large collection of all classes of literature, and which is well patronized. The additions to the library have taxed its capacity, and an endeavor is now being made to remove it from its present location at Eighth and Walnut streets to more commodious premises.

Churches.—Over sixty churches are located in Kansas City, representing all shades of faith, and many of the structures are among the most imposing church buildings in the country. It is one of the most gratifying features in the great growth of Kansas City that the need for increased church facilities is appreciated, and the large number of stately edifices which are now in course of construction evinces the great inter-

est taken in religious affairs by the people of the city. Reference to some of these has been made in a previous portion of this work, and the investment of over \$600,000 represented by the new structures now in course of erection, is a substantial evidence of the fact that the cause of religion is not allowed to suffer, but is keeping pace with other interests in the expansion of the city's metropolitan facilities and conveniences.

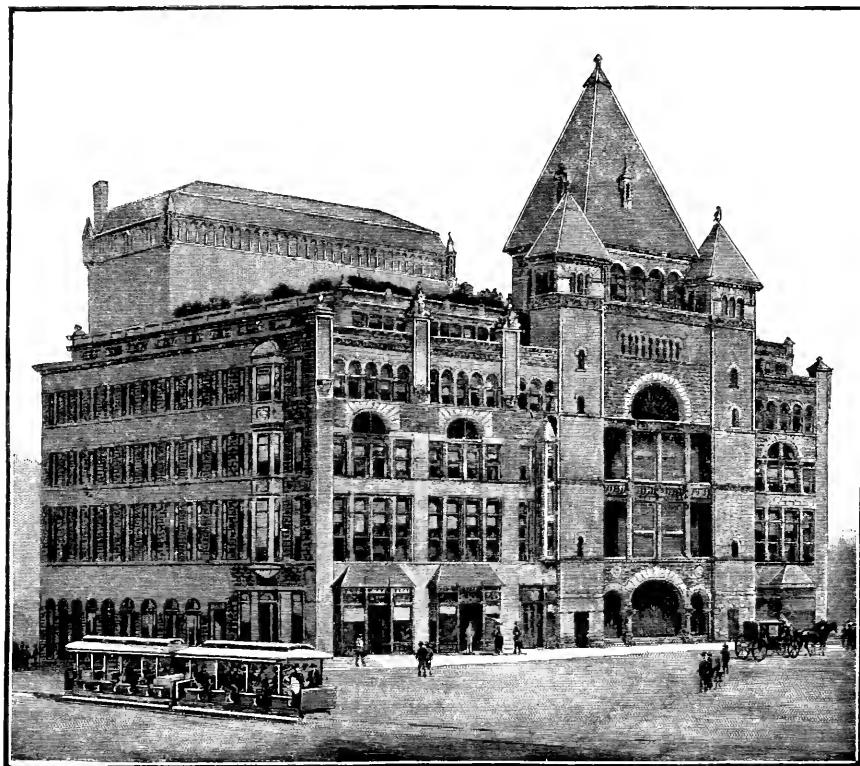
Societies.—The city is the home of the large number of societies usually found in all centers of population, and lodges of Masons, Odd Fellows, Knights of Pythias, and other leading secret and benevolent societies are numerous. In addition to these there are many societies devoted to charity. Among them is conspicuous the Kansas City Provident Association, the object of which is to organize charity and direct it into the proper channel, so as to alleviate all suffering and distress, and at the same time to prevent liberal citizens from being imposed on and bestowing their charities upon unworthy applicants. It has accomplished a large amount of good in practically doing away with street begging, discouraging indiscriminate alms-giving, and at the same time relieving distress where found, or directing into employment those whose trouble arises only from lack of work. This association has been well sustained by the citizens, and has been enabled to provide employment for many men and women and homes for children, and to furnish clothing, fuel and provisions where they would do the most good.

The Young Men's Christian Association has a flourishing branch in this city, and has one of the most imposing of the modern structures of the city, and here, as in other leading cities, this organization has been of great benefit, providing, in addition to its religious advantages, free reading rooms, and also supplying at a nominal fee the use of the gymnasium, bath rooms, etc.

Another class of societies which has proven of great benefit in enabling many to secure homes, who would otherwise have been compelled to live in rented premises, is the Building and Loan Associations, of which several substantial organizations flourish in the city. These associations have proven of great benefit in many of the other large cities of the country, and will no doubt be equally as successful here.

Amusements.—Kansas City has a number of theatres, among which the most prominent are the Warder Grand Opera House, the Gillis Opera House, the Coates Opera House and the Ninth Street Theatre. At these theatres the leading theatrical and musical attractions of the country make regular visits, and the advantages of Kansas City in regard to dramatic entertainment are equal to those of any city of the West, as the city is included in the routes of all the successful organizations. Of the minor places of amusement, such as museums, panoramas and the like, the city also has a supply, and whatever the taste of the citizen or

visitor for indoor amusement, there is no lack of means for securing its gratification. In out-door sports there are the organizations usually incident to large cities, and in the national game of base-ball, a club has recently



THE WARDER GRAND OPERA HOUSE.

been organized and admitted to the American Association, which, it is believed, from the material of which it is composed, will make a good record for the city in the season of 1888.

The Exposition.—The advantages of a properly managed annual exposition to a city have been demonstrated by the experience of the principal cities of the country, and in order not to be behind in this respect, Kansas City has provided herself with an exposition building, which is one of the finest structures of its kind in the country, and a representation of which forms the frontispiece to this book. The site occupies the plateau overlooking Kansas City and the adjacent country, and is in the midst of the forty acre Holmes tract, situated between Twelfth and Fifteenth streets and Kansas and Agnes avenues. The

building resembles somewhat a Latin cross on either end, and with two wings extending out on both sides from the center. Its greatest length is 450 feet, its greatest width 255 feet, and its main hall is 310 feet long and 111 feet in width, surmounted by a glass dome 77 feet high. The ground floor is 15 $\frac{1}{4}$ feet in the clear, and the first or principal story, 24 feet in the clear. There are four towers, and the height of the main one is 142 feet, and here is located the Art hall, which is so arranged that ample light is secured for all parts. The ground floor is used for machinery and heavy manufactured articles, and the first floor is devoted to industrial and commercial products of all kinds, while the galleries are set apart for scientific and educational exhibits, the women's department and all light exhibits of every variety. The ground and main floors contain 200,000 feet of floor space. The National Agricultural Exposition held in this building in last September and October was a great success, and will be followed by other annual expositions, which will doubtless continue to attract greater numbers from year to year.

Domestic Conveniences.—It has been shown in a previous portion of this work that the water supply of Kansas City is ample, that its means of local transit are complete, and in fact better than in any other city of its size in the Union, that its rate of taxation is low, that its climate is healthy and that every convenience inviting to permanent residence exists. It may be said in addition that the city is well lighted, there being now 1,140 gas lamps in use, over 6,000 electric lights already in operation, and that new franchises have been granted, which will add greatly to the number of electric lights in the city. It may also be added that fuel is both plentiful and cheap, the proximity of coal mines making the prices much lower than in most Western cities; and in nearly every article required for domestic consumption, the prices charged in Kansas City compare favorably with those of any city in the West.

FUTURE PROSPECTS.

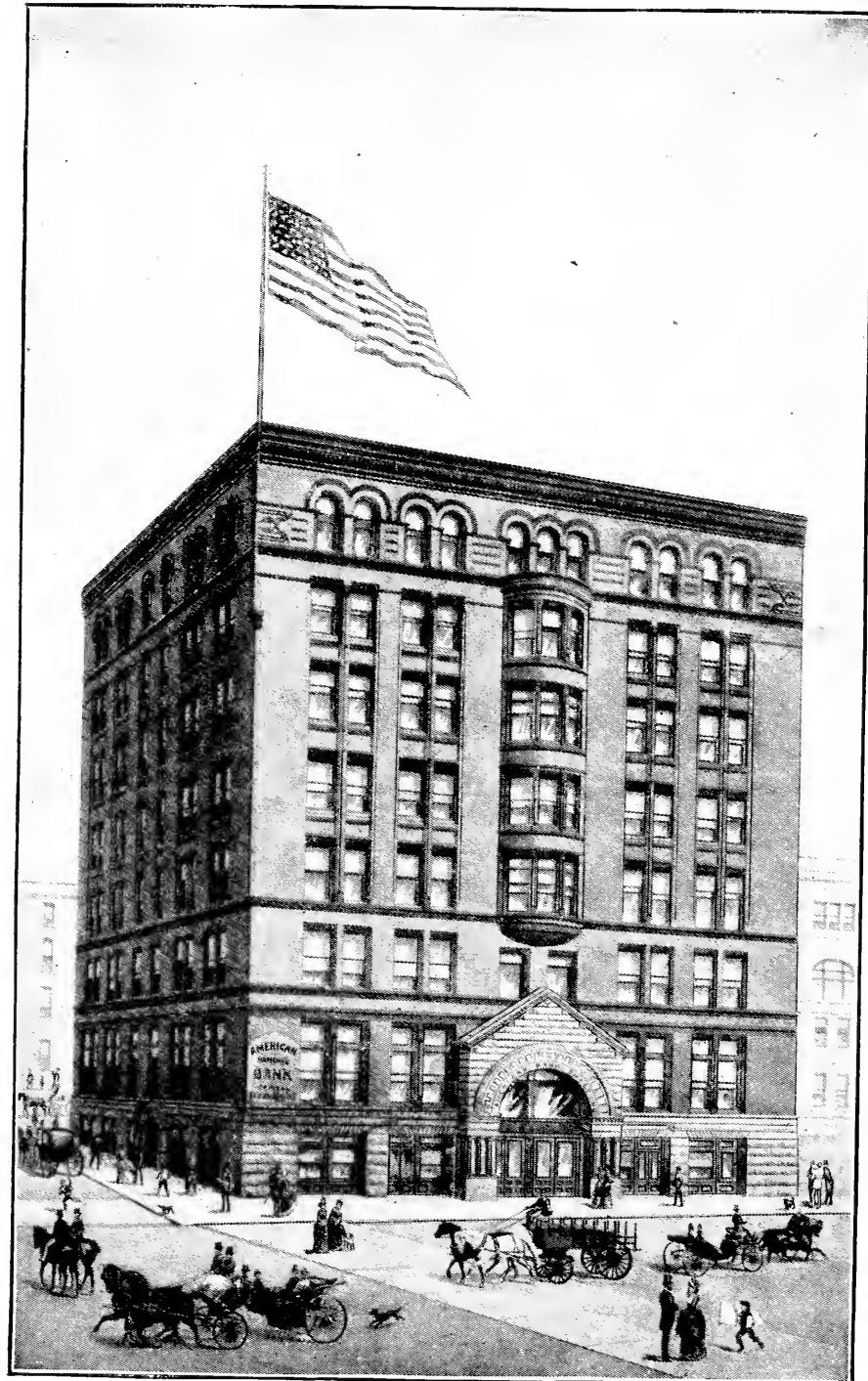
The foregoing chapters are intended to show the steps in the development of Kansas City from its earliest days to the present, and the wonderful strides made by her in all the departments of business, municipal and social life; and to indicate briefly the causes leading to the extraordinary results made apparent by her recent rapid growth.

There is every reason to believe that the expansion which is shown by the Kansas City of to-day is but the beginning of a much more wonderful development in the future. The tendency of population Westward has been a marked characteristic of the history of the American continent from an early day to the present, and it is the territory commercially tributary to Kansas City which is to-day attracting in the largest numbers the attention of those for whom the somewhat over-crowded East

fails to offer a field sufficiently wide. It is to Kansas, to Nebraska, to Colorado, to Northern Texas and the Territories of the West that population is tending in the greatest numbers, and to this list it will doubtless soon be necessary to add the Indian Territory, as it is but a matter of a few years when lands must be granted to the Indians in severalty and the remainder of the Territory be opened to the settler.

Of all this great territory Kansas City is, and is becoming more emphatically each year, the railroad, the commercial and industrial metropolis. The growth of the Southwest means the growth of Kansas City, and it is this indisputable fact which has led "the wise men of the East," the conservative capitalists of New York, Boston, Philadelphia and other cities, to invest their millions and to build their business palaces in Kansas City, assured of a sufficient return for their enterprise in appreciation of their property and a steady rental demand.

Bountifully endowed with all the advantages of physical availability, and having supplemented these by the aids of modern progress so as to secure within her limits the centralization of all that is metropolitan in the Southwest, it requires no resort to supernatural means to prophesy, without fear of failure of verification, that the Kansas City of 1900 will be proportionately as much in advance of the city of to-day, as the latter now is to the somewhat unpretentious town which occupied its site twenty years ago.



AMERICAN NATIONAL BANK.

REPRESENTATIVE HOUSES.

*LEADING MERCHANTS, MANUFACTURERS AND BUSINESS FIRMS
OF KANSAS CITY.*

THE object of this concluding chapter is to present the history and existing status of the principal mercantile, financial and manufacturing corporations and firms, whose capital, energy and enterprise have been and are the most important factors in the development of the resources and expansion of the trade of Kansas City. The houses mentioned are all reliable firms, and whatever the list may lack of being complete is not chargeable to any bias on the part of the editor or publishers.

American National Bank.—W. B. Grimes, President; E. E. Parker, Vice-President; H. P. Churchill, Second Vice-President; H. P. Stimson, Cashier; M. C. Curtis, Assistant Cashier; Seventh and Delaware Streets, Kansas City, Mo.—One of the most substantial and prominent of the banking corporations of the West is the American National Bank, which was organized in 1886, and which has since that time enjoyed a large and active business. The statement of the condition of this bank made at the close of business on the 30th day of September, 1887, showed that the bank had, in addition to its capital stock paid in of \$1,250,000, a surplus of \$25,000 and undivided profits of \$51,546.53. The total resources of the bank at that time amounted to \$3,571,514.31, including loans and discounts of \$2,483,820.03, and cash and sight exchange amounting to \$1,006,637.14. A general banking business in all its branches is transacted, and the bank holds a high place in the confidence of the business and general public; and this prominence is largely due to the substantial character of the gentlemen composing its officers and directors. Mr. W. B. Grimes, the President of the bank, is the well-known head of the great dry goods firm of the Wm. B. Grimes Wholesale Dry Goods Co., and largely identified with other prominent enterprises here, as well as in important cattle interests in Indian Territory and Texas. Mr. Parker, the Vice-President of the bank, is also prominently connected with important business concerns, and is a banker of experience, having formerly been engaged in banking enterprises in Kansas. Mr. H. P. Churchill, the Second Vice-President, is the President of the Kansas City Safe Deposit and Savings Bank, and otherwise prominent in business affairs, and Mr. H. P. Stimson, the Cashier, is thoroughly practical in all the details of the banking business, having been formerly engaged in banking in Kansas, and he has largely aided by his efficiency in securing the gratifying condition of the business of the bank shown by its recent report. The directors are all leading business men of Kansas City, and the Board is made up of the following gentlemen; T. B. Bullene, H. P. Churchill, W. B. Grimes, H. P. Stimson, W. P. Moores, E. E. Parker, A. Drumm, M. C. Curtis, J. I. Reynolds, W. P. Rice, A. Brockett and Jno. C. Avery.

The McCord & Nave Mercantile Company.—Wholesale Grocers; Corner of Union Avenue and Sante Fe Street, Kansas City, Mo.

Armour Packing Co.—Pork and Beef Packing, Kansas City, Kansas.—Kansas City has the advantage of a position in the heart of the great corn and hog producing regions of the United States, and contiguous to the vast cattle ranges of the great West, is also possessed of transportation facilities by rail and water ways superior to any point west of the Mississippi River, and has live stock market advantages far exceeding any inland city on the continent. The Armour Packing Co., with a keen commercial foresight, recognized that fact, and wisely selected this spot as a distributing point for their product, which has grown to colossal proportions. The gentlemen constituting the firm are Messrs. S. B., P. D., H. O., A. W., K. B. and C. W. Armour, all business men of high personal worth and commercial standing. The enterprise was founded in 1870, under the firm name of Plankinton & Armour. The business at the outset was conducted upon a somewhat limited scale, but as the trade increased the rapid development of their business facilities kept pace with the demand made from all parts of the country upon the resources of this gigantic concern. At present upwards of \$1,000,000 is involved in the enterprise. The packing houses, slaughter pens, etc., are immense five and six-story structures, and, including hog and cattle pens, cover an area of over six acres of ground. Additions are being made from time to time to meet the demands of a rapidly increasing trade. The entire premises are completely equipped with every essential modern machine, appliance and convenience for the proper and expeditious execution of the work. Upwards of ten thousand hogs and one thousand cattle can be daily disposed of. A force of one thousand seven hundred men are given employment the year round, with an aggregate pay-roll of \$767,715 annually. The trade territory of this mammoth establishment covers the whole United States, and extends to Mexico, the South American States, British America and Europe, and amounts to \$15,000,000 annually. The reputation of these products is not excelled by any other similar industry in the world, and it is the pride of this great and honorable house to perpetuate and maintain their record for honest business methods in all their transactions. The company has similar establishments in Chicago, Ill., and large warehouses in New York city to facilitate their immense foreign trade.

Ridenour, Baker & Co.—Wholesale Grocers; Corner of St. Louis Avenue and Mulberry Street.—The most important interests in the wholesale and jobbing line are subserved and conspicuously represented by the great house of Ridenour, Baker & Co., which had its inception in 1878, through a consolidation at this point of four enterprising firms, located in various parts of the State of Kansas, namely: Messrs. P. D. Ridenour and H. W. Baker, in business at Lawrence; Mr. A. A. Baker, at Emporia; Mr. Sam. Ridenour, at Chanute, and Mr. E. P. Baker falling into line from Topeka, Kas. A more harmonious and substantial association of business men of experience and sagacity could not be found in any community. Combining a thorough understanding of the necessities of the Western trade generally, these gentlemen, with commendable wisdom, concluded to affiliate their individual interests in order to reach the acme of a perfect system, whereby a vast and constantly growing trade territory might be abundantly supplied with the necessities of life at living prices. On March 1, 1887, the firm was duly incorporated with Messrs. H. W. Baker, as President, P. D. Ridenour, Vice-President, and by the accession of Mr. E. D. Brackett as Secretary and Treasurer, (ex-officio.) The stockholders in this company, including the officers, are all residents of this city except Mr. E. P. Baker, who resides at Topeka, Kas., from whence he occasionally makes trips through the company's trade territory in the interest of the business generally and with a view specially to the encouragement and extension of trade into new fields. The capital involved in this corporate organization is \$350,000, and the annual trade amounts up in the millions, covering the State of Kansas and extending into the West and Southwest, also Eastward into the State of Missouri. A force of sixty men is employed, eighteen of whom take care of the interests of the house on the road. This company deal invariably direct with the producers, handling all goods at first hands. Their connections with Eastern and foreign markets are superior and their intimate acquaintance with the requirements of the Western trade, enables the company to carry in stock such goods as are suitable for this market. An

experience of thirty years backs the high commercial standing of most of the members of this association. Their record is at the pinnacle of Western enterprise—they have but few peers in their line in the United States. Their premises consists of one of the most eligibly located and convenient business buildings in Kansas City, their position being directly accessible to every line of railroad centering here, switches running directly through and into their buildings. This model establishment, in a word, has the very best facilities for the receipt, shipment and storage of goods. Their extensive warehouses, three and four stories in height, with basements, cover eight city lots, each 25 x 125 feet in area, and are completely fitted up with elevators and every other modern convenience for the expeditious transfer and handling of goods to and from the railroad lines. This is truly a representative house in every particular. Its success is due to consummate skill in the direction of its affairs and the adoption of correct business methods in all its dealings. An ample capital has enabled this company to push their trade into territory that heretofore was claimed by St. Louis and Chicago, and thus extend the influence and operations of the business of this city generally, and open up new fields for other commercial and industrial interests of Kansas City.

Union Investment Company.—Capital \$1,000,000 fully paid in; W. P. Rice, President; H. P. Stinson, Vice-President; O. F. Page, Secretary and Treasurer; Room No. 2, First Floor, Alamo Building; Corner of Seventh and Delaware Streets.—This association was organized and established March 16, 1887, by the present company with a capital stock of \$300,000, which was increased to \$1,000,000, September 15, 1887. The company is engaged in a general investment business, buy and sell bonds, loan money on collateral, deal in commercial and short-time paper, act as agents for the purchase and sale of real estate, and loan money on farms in the West. The managers of this company own one-fourth of the capital stock, and their personal interest requires that very careful supervision be had of their business. They have had a long and very successful experience in this kind of business; that, together with an extensive acquaintance of long standing among leading business men and financial institutions of the West and also of the East, has induced an almost phenomenal success in their present undertaking. They find the out-look of the present year exceedingly bright, the demand for good properties being very active, and they are doing a very large business in the investment of money for capitalists. Their trades are principally located in Missouri and Kansas. The business and good will of the Security Investment Co., of Cawker City, Kas., which company has been doing a large loan trade on farming property for several years with a capital of \$250,000, has been purchased and will hereafter be controlled by this association. Mr. W. P. Rice, the President, is a native of Maine, but has been a resident of Kansas City about two years. He was formerly Vice-President of the American National Bank from the time of its organization until last March, when he became a member of this association; yet remaining a large stockholder in the American National. Mr. H. P. Stinson is a native of Vermont, and has resided here many years. He was formerly cashier of the Kansas City Safe Deposit and Savings Bank, and is at present cashier of the American National Bank. Mr. O. F. Page is a native of Maine, and has resided in Kansas City since October 1, 1887. He was for a number of years Treasurer of the Biddeford Savings Bank, Biddeford, Maine.

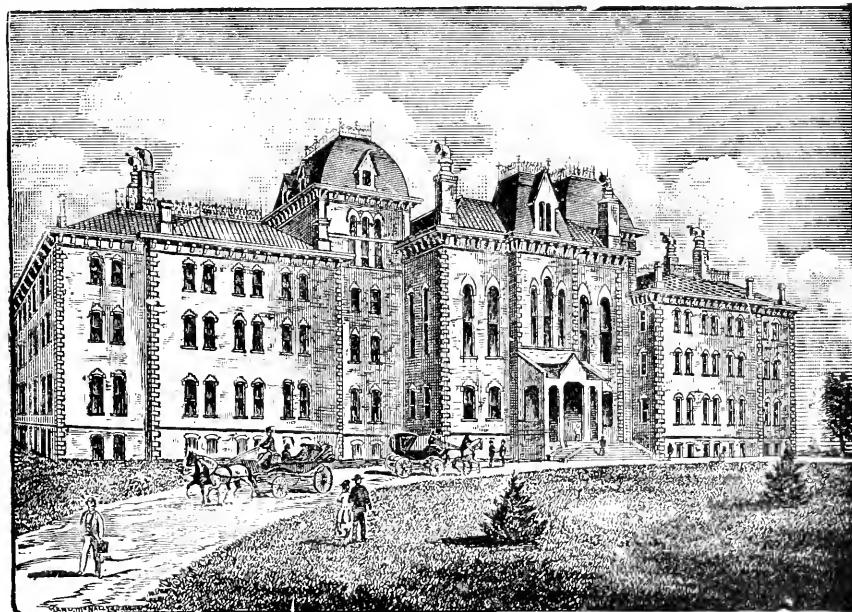
Merchants' National Bank.—W. B. Clarke, President; C. S. Wheeler, Vice-President; O. P. Dickinson, Second Vice-President; G. W. McKnight, Cashier; Corner of Missouri Avenue and Delaware Street.—Perhaps no financial institution in this city has been more intimately connected with the interests of the community, or had a more uniformly successful career, than the Merchants' National Bank. This institution was established and incorporated in 1879, with a capital of \$250,000, and in 1881 increased its capital to \$500,000, and it now has a surplus of \$10,000, and deposits to the amount of \$1,000,000. It now employs fifteen clerks, and is doing an extensive business. It receives deposits, makes loans on good mortgages, discounts notes, purchases bonds and deals in foreign and domestic exchange. It is the oldest National Bank in the city, and its extensive business transactions, conducted with an eye-single to the best interests of all concerned, have given it a character, at home and abroad, that may well be envied by any similar institution. Mr. W. B. Clarke, President, is a native of Cleveland, O.; was for

nearly twenty years engaged in the banking business at Abilene, Kas., and founded the banking house of W. B. Clarke, Junction City, Kas., which has been succeeded by the First National Bank, Junction City, of which Mr. Clarke is still President. He has been interested in Kansas City, through investments, since 1880, and has been a resident here since 1886, when he was chosen President of the Merchants' National Bank, which position he has filled since with great honor to himself and the institution he represents. He was at one time a large stockholder and President of the Missouri and Kansas Telephone Co. Mr. Wheeler, Vice-President, is not an active officer of this institution, but is a member of the extensive wholesale hardware house of Bradley, Wheeler & Co., in this city. Mr. Dickinson, Second Vice-President, has been connected with this bank for nearly six years, most of the time as Cashier, and a large portion of the time its business manager. He is Treasurer of the Grand Avenue Cable Railroad Co., of the Kansas City Club, and of various other corporations, benevolent and commercial. Mr. G. W. McKnight, the Cashier, has been connected with the President of this bank, in his Kansas banks, as Cashier and Manager, for nearly twenty years. He is a very able financier, and thoroughly conversant with banking in all its branches. He hails from Cleveland, O., and came to Kansas City with Mr. W. B. Clarke, the President. The other members of the directory of this bank are well and favorably known in business circles, the board comprising Messrs. John Long, of Long Bros., wholesale grocers; W. A. M. Vaughn, retired capitalist; John C. Gage, member of the law firm of Gage, Ladd & Small; J. M. Coborn, of Coborn & Ewing, real estate dealers; Walter H. Holmes, President Grand Avenue Railroad Co., and A. A. Tomlinson, a retired attorney.

The Kansas City Stock Yards Company.—C. F. Morse, General Manager; E. E. Richardson, Secretary and Treasurer; H. P. Child, Superintendent; C. P. Pateson, Traveling Agent; Location, Sixteenth and Bell Streets.—There is much that is of more than ordinary interest in the history of the rise and progress of this great Midland City. Its development in all the various branches of industrial pursuit has been wonderful indeed, but great as has been the advancement of the city in all its enterprises, in no direction has its growth been so marked and of such importance as in its stock yard and packing house interests, which have done more than everything else to give the city its great commercial importance. The Kansas City Stock Yards were established in 1871, and are, to-day, regarded by the business men of the country as an organization of the greatest importance, protecting and enhancing the interests of its patrons, as well as elevating the standing of the live stock markets of the country generally. Owing to the centering of the entire system of the great Western railways in Kansas City, and its location as the great gate to the vast grazing plains of the West, these yards are rapidly approaching that point of development where they will be recognized as the largest stock market in the world. For, not only is this city the natural outlet for the trade of the West, but will be, in the near future, beyond all comparison the most available market for all Southwestern cattle, because of the direct and easy access Texas and New Mexico have to it, now that the new railroad lines through the Indian Territory are completed. Cattle will not be shipped to distant Chicago when as good a market can be found so much nearer home, and these air line extensions into Texas will bring Kansas City to first place as a market for the hundreds of thousands of cattle that have heretofore gone direct to St. Louis and Chicago. A new bridge connects the west and east side yards, and will greatly facilitate the sale and transfer of stock, and is a vital necessity in view of the new and important packing interests west of the Kaw. There are eight packing houses in Kansas City, with a total capacity and demand of 3,300 cattle and 27,200 hogs daily. These, with the regular attendance of sharp competitive buyers for all other markets of the North and East, insure higher prices to the producer than can be realized in any other market in the Missouri Valley. The management will, in the future as in the past, take all possible precautions and measures to protect the feeding and stock cattle from infection, by coming into contact with Southern cattle during the dangerous season, yet will, at the same time, be prepared to do justice to the cattle coming from south of the danger line. The Stock Yards Co. have enlarged and improved the Exchange building with a south extension. The basement contains eight office rooms; the first floor comprises an Exchange hall, a large vault and suitable offices for the

company, while the second and third floors have each thirteen fine office rooms. On the corner of Seventeenth and Bell streets the company have erected a handsome two story brick stable, 150x125 feet, and capable of accommodating 250 horses and carriages. The receipts of stock at these yards for 1887 were as follows: Cattle, 669,224 head, an increase of 178,253; hogs, 2,423,262 head, an increase of 158,778; sheep, 209,956 head, an increase of 37,297; horses and mules, 29,690 head, a decrease of 3,498. And the value of this stock received for the year approximates \$55,000,000. The large increase in the receipts for 1887 over those of 1886 in everything except horses and mules is a very flattering indication of the future growth of the market. The decrease in horses and mules is due not to light receipts the past year, but rather to very heavy shipments in 1886 of small Texas mules and ponies, and large herds of unbroken horses from the Western ranges. These were marketed far in excess of the demand, and owners, as a rule, lost heavily; as a consequence during 1887 there were practically no receipts of horses, ponies or mules from these sources.

Lawrence Investment Company, of Lawrence, Kansas.—Theo. S. Case, President; E. F. Rogers, Vice-President; L. G. A. Copley, Secretary; George



Leis, Treasurer; Main Office, Lawrence, Kas; Branch Office, 127 West Sixth Street, Kansas City, Mo.—This reputable association was organized and duly incorporated March 28, 1887, having a paid-up capital of \$25,000 and a surplus of \$10,000, its purpose being, the buying, selling and exchanging of real property. The negotiation of conservative mortgage loans for large or small amounts, is another special feature of this company's business, and in this connection it is prepared to offer the most liberal inducements and satisfactory terms. The officers of this company are thoroughly conversant with all the details of the real estate business, including their familiarity with present and prospective values in real property throughout the West. The exercise of the greatest care in the execution of all commissions entrusted to them is characteristic of this association; thus giving their Eastern correspondents the assurance of reliability and efficiency. This company deals principally in Kansas City and Lawrence, Kas., real estate, and are steadily extending their business throughout Missouri and Kansas. They own

University Place, at Lawrence, Kas., embracing forty acres, which is subdivided into lots 50 x 132 feet in area, admirably adapted for residence purposes, and is now on the market. This property is beautifully and eligibly located, shaded with native forest trees, and the streets are all graded. The University building, from which the addition takes its name, is adjacent, and is the State University of Kansas, prominent among Western educational institutions, and second to none West of the University of Michigan. It is a magnificent structure, where the higher educational branches are taught, and is illustrated by the cut which appears at the head of this sketch. This locality is also easy of access by rail to Kansas City. About an hour's ride over the Union Pacific, Santa Fe, or Rock Island routes, conveys the visitor and the resident merchant or trader to or from our Western metropolis. Col. Theo. S. Case, the presiding genius of this concern, is too well and favorably known to this community to require more than a brief summary of his familiar record of usefulness. As a citizen of sterling popularity and worth, he stands pre-eminent; as a soldier, among the brave, the bravest; as a writer, a historian and statistician of more than ordinary repute; having compiled valuable statistical reviews of Kansas City's wonderful commercial and industrial growth; and he has now in preparation, and soon to be published, one of the most comprehensive histories of our Western metropolis yet offered to the public. His associates in office, Capt. E. F. Rogers and Messrs. L. G. A. Copley and George Leis are all business men of high commercial standing and public spirited citizens; all are old residents of Kansas City except Mr. Leis, whose home is at Lawrence, Kas., where he conducts an extensive drug business. He is the organizer and promoter of the Leis Chemical Manufacturing Co. of that place. He has, however, sold out his interest in that enterprise. Col. Rogers is one of Kansas City's pioneer citizens, having witnessed its phenomenal growth for upwards of one quarter of a century. He is a native of Shelby County, Ky. At an early age he went with his parents to Indiana, where he was educated, and on arriving at manhood's estate, he came to Cass County, this State. At the breaking out of the civil war he entered the service of the Union as a private soldier. In an engagement with the enemy at Lone Jack, Mo., he was severely wounded while on staff duty and was sent to hospital at Kansas City. Partially recovering, he was mustered out of the service, and engaged in the wholesale and retail grocery business in this city. He has always been an active participant in every measure for the advancement of commercial enterprises in his adopted city. He served one term in the City Council, and he was appointed U. S. Assessor of internal revenue. He is now and always has been an active and an ardent member of the Baptist Church. Mr. Copley hails from our sister State of Kansas, where he had for a number years been closely identified with educational matters of the State, holding the position of Principal of the Clay Centre and Wichita, Kas., schools, and other public places of trust in the department of education with high honor and credit for his ability and efficiency as an educator. The two last named gentlemen are engaged at present in the real estate business under the firm name of Rogers & Copley, whose office is the branch office of this company.

Martin, Perrin & Co.—Importers and Wholesale Liquor Dealers and Distillers; 300 and 302 West Sixth Street.—Among the important wholesale houses of Kansas City, that of Martin, Perrin & Co. occupies a prominent place as one of the leading houses in the West engaged as importers and wholesalers of foreign and domestic liquors, wines, etc. The business was established in 1868 by Messrs. E. L. Martin and J. A. Lockridge, under the style of E. L. Martin & Co., and on the retirement of Mr. Lockridge, in 1870, Mr. C. G. Perrin became a member of the firm, the old style being retained until January, 1887, when, upon the admission of Mr. T. E. Gaines, who has been connected with the firm since 1881, it assumed its present style. They are large direct importers of every description of French and English brandies, Holland gins, Irish and Scotch whiskies, and all kinds of imported liquors, cordials, etc., as well as the finest brands of champagnes, ports, sherries, Rhine wines, etc., and are very large dealers in the finest brands of Bourbon and rye whiskies, and are proprietors of the celebrated Crystal Spring Distillery at Independence, Mo. They occupy a spacious four-story and basement building, completely stocked with full lines of every description of goods usually carried by large wholesale liquor houses, and give employment to twenty clerks and assistants, while six traveling salesmen represent them in a territory embracing Missouri, Kansas, Nebraska, Texas, Colorado, Arizona, Utah, Montana and Wyoming,

throughout which States and Territories the firm has a first class reputation for the superior selection of its stock and the uniform fairness and accuracy with which its business is conducted. The members of the firm are prominent and substantial citizens, Mr. Martin being, in addition to his position as the senior member of this firm, President and controller of the Kansas City Distillery, President of the Pacific Mutual Telegraph Co., and of the Home Signal Telegraph Co., and is also largely interested in mining operations, at Randolph, Mo., and otherwise identified with prominent business enterprises. Mr. Perrin is also prominent in business affairs, and was one of the organizers and incorporators, and is Vice-President, of the Benefit Building and Loan Association of Kansas City, with a capital stock of \$500,000. All the members of the firm have a thorough and practical knowledge of the details of this business and an extensive acquaintance with the trade, and the business has steadily grown from its inception to the present time, until it now occupies a position as one of the largest strictly jobbing houses in this branch of industry in the United States.

Lombard Investment Company.—E. Lombard, Jr., President; James L. Lombard, Vice-President and Manager; Lewis Lombard, Second Vice-President; Wm. McGeorge, Jr., Third Vice-President; Wm. A. Lombard, Secretary; H. W. L. Russell, Auditor; John W. Gish, Superintendent Country Department; George W. Mathews, Superintendent Kansas City Department; Offices—13 Sears Building, Boston, Massachusetts, and Kansas City, Missouri; Agencies—Philadelphia, New York City, London, England, and Edinburgh, Scotland.—This association was incorporated in October, 1882. The business of the company is the loaning of money, secured by first mortgage on improved farms and city property, and its operations extend over the States of Missouri, Kansas, Nebraska and Iowa. There is no doubt that mortgage companies have been very important factors in developing the West. They have enabled the West to become at least twenty years advanced because of cheap money which they have loaned farmers, for had the farmers been obliged to rely upon the home supply for capital they would never have been able to make the improvements, and without improvements emigration would not have come in. The Messrs. Lombard have been instrumental in lowering the rates of interest to probably the greatest extent of any of the capitalists who have identified themselves with Kansas City. Having offices at the East, they, through their agents and officers, come in direct contact with capitalists, and are better able to explain in person the security throughout the West which is offered for loans than though they were obliged to write letters or to induce Eastern capitalists to come here before explaining to them the Western securities. The Lombard Investment Co. has upwards of 350 stockholders. This list has not been obtained in one year's growth, but the number of stockholders has increased with each year, and there is probably no finer list of stockholders to be found in any Eastern corporation. This gives the company high credit and great influence. The Lombards, originally coming from the East, have made their money in the West, and those of the Lombards living in the East are better able to explain concerning the security offered in the West than though they had not had a long experience in dealing in Western real estate securities. The State of Missouri has been very greatly benefited by their identification with it. For many years it was extremely difficult to sell a Missouri mortgage loan. People at the East looked with great mistrust on Missouri securities of every kind. It was up-hill work, but finally the Lombards, by stating their favorable experience concerning the State, and giving the reasons why they considered mortgage loans as good, if not the best securities offered in the West, have been able to make them extremely popular at the East. This has induced many who started with mortgage loans to eventually invest in real estate in Missouri, and some, also, have invested in real estate and purchased mortgage loans, and having found the investment satisfactory have moved here and made it their home. It can thus be seen what an influence this company and its management have exerted towards Kansas City, and how much they have benefited and assisted it in its present prosperity. The Lombard Investment Co. has done a large business, but the size of its business has not been because it has loaned a larger percentage of the value of real estate which was offered as security, but because it has closed its loans promptly, and has been able to render a prompt decision, whether it declined or accepted a loan. The management pride themselves on their extreme conservatism, not only as a company but individually. As

a company it holds a reserve amounting to upwards of \$300,000 of cash securities, which could be realized on within an hour's notice. Individually the Messrs. Lombards are large owners of bank stock and other financial institutions through the West. Among the banks in which they are interested as stockholders may be noted the following: National Bank of America, Chicago; Capital National Bank, Lincoln, Neb.; First National Bank, Galesburg, Ill.; First National Bank, Creston, Ia.; First National Bank, Humboldt, Neb.; First National Bank, Auburn, Neb.; First National Bank, Larned, Kas.; First National Bank, Lincoln, Kas., State National Bank, Wichita, Kas.; and the First National Bank, Kansas City. This company is known to be the most thorough and particular in regard to its inspections of real estate and the examination of its titles of any of the companies doing business in this line. It examines, by its special inspectors, every tract of land on which a loan is desired. It very rarely lends over 33 per cent. of the real value of the property. The expense of making these examinations can be realized more clearly when it is known that it costs this company \$150,000 a year to make such inspections. Were the loans less carefully made this expense could be very materially reduced, but its managers feel that it would be saving money at the risk of safety. The managers of this company are extremely conservative business men in their individual capacities, and their motto is to pay as they go, and never buy anything until they have the money to pay for it. The capital stock of the Lombard Investment Co. is \$1,000,000, with a surplus of \$500,000. It is the policy of the company to increase its surplus each year, thus retaining its position as the largest and strongest company in this line of business.

George Fowler & Son.—Successors to Anglo-American Packing and Provision Company; Beef and Pork Packers, and Lard Refiners, Kansas City, Kas.—This extensive meat packing industry is characteristic and representative of the phenomenal progress made in the live stock trade of the Gate City of the great West. The packing and slaughter houses and pens of this mammoth establishment cover an area of fifteen acres, the capacity of the works being upwards of 5,000 hogs and 200 cattle per diem, and employs a force of 1,200 hands during the busy season. The special feature of the business of this house is the cutting, preparation and curing of meats for the European markets, most of which are consigned to England. The products of this house are of a superior grade by reason of the careful attention given to their preparation, which has resulted in overcoming the usual prejudice that exists at home and abroad against cured and packed meats. As a consequence the product of this establishment has attained a very high reputation for healthfulness and excellence wherever it has obtained a market, and is greatly in demand. The premises are conveniently located at the junction of the Kaw and Missouri rivers, within easy access to railway and water transportation, and completely equipped with every essential modern machine, appliance and convenience for the proper and expeditious prosecution of the work. Mr. George Fowler, the head of this vast concern, is eminently qualified both by experience and commercial sagacity for the conduct of its affairs. A competent corps of assistants are assigned to each department, who are thoroughly conversant with every detail of the work under their supervision, a perfect system prevailing in each department.

The Fidelity Investment Company.—James D. Husted, President; Thomas H. Rowland, Secretary and Treasurer; Real Estate and Loans; First National Bank Building; Kansas City, Kas.—This business was established in 1882, as the Kansas-Missouri Loan and Trust Company, changing to its present style in April, 1887, when the present company was incorporated with a capital stock of \$100,000. The company constitutes one of the best and safest mediums for the profitable investment of capital, and enjoys a large patronage from local and outside capitalists, and negotiates first mortgage real estate loans upon property in this section, and as a consequence of its superior connections and facilities is prepared to transact this business in the most efficient and advantageous manner. Mr. James D. Husted, who has resided in Kansas City, Kas., for the past ten years, has throughout that time been prominently identified with the real estate interests of the city, and is a gentleman of large resources and superior experience and judgment in this special department of business. Mr. Rowland, the Secretary and Treasurer of the company, who has charge of the details of the loan department, is a gentleman of

business training, and brings to the prosecution of his duties first-class attainments, Mr. J. D. Husted is engaged as a real estate agent, and attends to every department of that business, owning a number of additions, and a considerable amount of city property. The company does a large business and is a leading favorite with investors.

Hall & Willis Hardware Company.—T. E. Willis, President; W. A. Hall, Vice-President; Selby Jones, Secretary and Treasurer; Corner of St. Louis



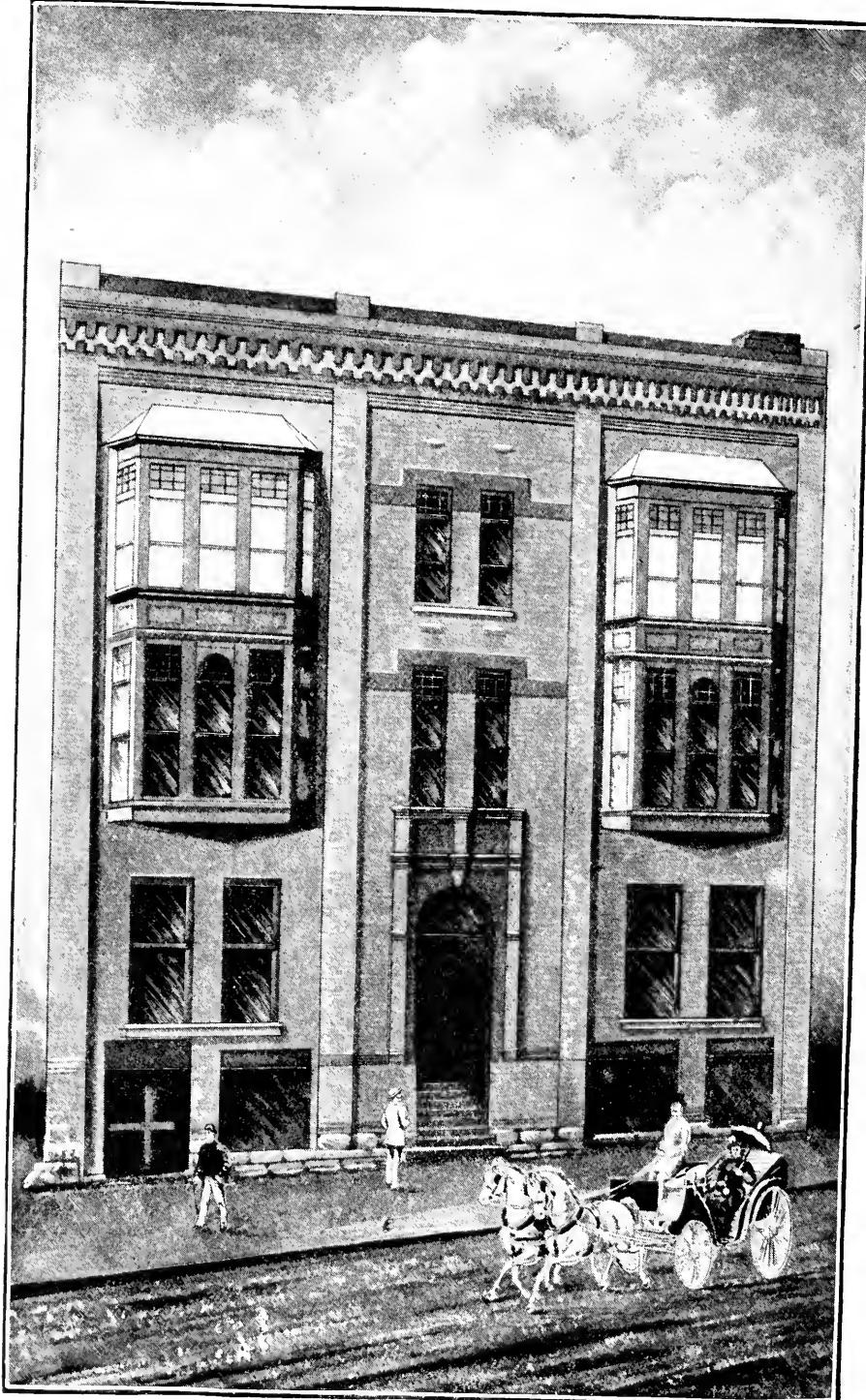
Avenue and Santa Fe Street.—To the distant reader or to the merchant who carries on his trade many miles from the Midland City, the most striking illustration of the standing of any house is a simple statement of their relations in trade circles as regards their facilities and actual output. It is a widely known and undisputed fact that the Hall and Willis Hardware Company occupy a more conspicuous place in this particular line than any other house of Kansas City. This enviable position has been gained by the honorable and intelligent efforts put forth by the individual members of the firm who are intimately identified with

many other foremost industries here, and who have figured prominently in the growth and material development of Kansas City. It is an essential element in the growth of our city that she has luckily had a wholesome number of just such zealous, liberal and enterprising business men, and the commercial success accorded them is but the impartial reward of justice. The Hall and Willis Hardware Co. was founded in 1879, by James L. Kelley, T. F. Willis and Selby Jones. Two years later they were incorporated under the present style, with a capital stock of \$200,000. Forty-five men, constituting their force of employes, now receive an annual pay-roll averaging \$70,000, and the trade, which touches nearly all portions of Kansas, Nebraska, Colorado, Old and New Mexico, Arizona, Missouri and Texas, reaches the sum of \$1,000,000 annually. T. F. Willis was born in Kentucky. For a time he lived in Missouri, afterwards removing to Sherman Texas, and finally he took up his residence here in 1879. He is, in addition to his interest in this firm, a director in the Bank of Kansas City. W. H. Hall is a Philadelphian by birth. He went to New York City in 1833, and to Wheeling, W. Va., in 1850, where he was in the hardware business for twenty-three years as a member of the firm of Ott, Hall, & Co. In 1881 he removed to this city and entered the present firm. Selby Jones is from Wheeling, W. Va. Up to 1879 he was connected with the Baltimore and Ohio Railroad, but in that year he came to Kansas City, and with his associates, established business. The facilities of this house meet the requirements in every particular and are all that could be expected from a modern, American institution of this magnitude. The main building is a five-story and basement structure, 114 x 124 feet in dimensions, comprising over 90,000 square feet of floor space. Railroad tracks conveniently laid at the front and side doors to accommodate the vast shipments. Three elevators are in almost constant use, and in fact the entire building is equipped with every aid to the prosecution of the business. The situation of this establishment is in the heart of the business center of the city and the building is rendered fire proof by its fire shutters and general construction.

T. A. Harris & Wilson.—Dealers in Real Estate, Investors of Capital and Mortgage Bond Brokers; Times Building; 812 Main Street.—The unprecedented activity in real estate transactions in Kansas City, and the many important deals which have been conducted, have given the city a special prominence and employed the services of a number of real estate men of superior attainments. Among the firms engaged in this business in this city none have exerted a greater influence in attracting the attention of capitalists to the many advantages possessed by Kansas City, and none have had a larger share in the important transactions of the recent past than the firm of T. A. Harris & Wilson, composed of Messrs. Thomas A. Harris

and William S. Wilson. They handle to a very large extent their own property, which is valued at about \$350,000, exclusive of property owned by syndicates in which they are largely interested. Messrs. Harris and Wilson were the organizers of the Holy Rood and Minnie G. Wilson Place additions to Kansas City, the former adjoining Pendleton Heights, and the latter in the northeast portion of the city, and they also own a controlling interest in the McKinney Heights and Belgravia additions, organized by a syndicate. They have on hand at all times a large amount of the most valuable business locations and residence property in the city and suburbs, as well as a considerable amount of property throughout this section, and are largely engaged as investors of capital for prominent capitalists of the East, and are at all times prepared to place money on first-class mortgage bonds, securing the largest amount of interest obtainable for safe investments in this country. Capt. T. A. Harris, of this firm, is of Irish nativity, and came to this country at the age of thirteen years in 1858, settling in New York City, where he found employment as office boy in a cotton house, shortly afterward going to New Orleans, where he remained until the war broke out, when he joined the Washington Artillery and served through the war, at one time commanding a cavalry company. After the surrender he went to Europe and spent ten years in the mercantile business in London, at the end of that time returning to this country, when he came West and engaged in railroad building, coming to Kansas City four years ago, when he began investing in real estate. Capt. Harris is justly regarded as one of the most prominent and substantial citizens, and is President of the National Agricultural Exposition, he and Mr. Wilson organizing the present company. It is said that this enterprise would have been a failure but for Messrs. Harris and Wilson, the party inaugurating it having carried it to the limit of his means before it was half completed. He laid the facts before Messrs. Harris and Wilson, and they organized a corporation with a paid up capital of \$100,000, and purchased it. Mr. Wilson, who is a Kentuckian, graduated at Center College at Danville, class of '66, and the following year went to Louisville and began reading law under Mr. John M. Harlan, now Associate Justice of the Supreme Court of the United States. Mr. Wilson practiced law for a short time and then went into journalism, becoming the President of the company that published the Louisville Daily *Commercial*. In January, 1881, he was appointed Collector of Internal Revenue, for the Louisville district, one of the most important federal offices in the State, which he managed to the satisfaction alike of Democrats and Republicans; and it is a matter of record, that, although he was the youngest revenue collector in the United States, yet when the expert examiner came to transfer the office at the close of his term to his successor, he declared in his official report, that in all his thirteen years of official experience, he had never transferred an office with such easy facility before, so perfect was the working order of its machinery under Wilson's management. Soon after this he came to Kansas City and began investing in real estate. Since this firm was formed it has been remarkably successful in securing the best results for those employing its services, and no patron of the firm has ever lost a dollar by any investment made by the advice of the firm, while a large number have been substantially profited. The commanding position obtained by the firm is the result of superior ability, close attention, perfect system and the highest integrity in all dealings.

F. B. Hamilton.—Architect, Room 61, Sheidley Building, Corner of Ninth and Main Streets.—Builders would build but sorry and unsubstantial structures without the designing and constructive skill of the architect to give their buildings strength and beauty. In a fast growing city like this, architects of ability, experience and integrity, are perhaps the most important class of business men, for the substantial building of the city, and, to a great extent, the conservation of its wealth, to say nothing of its structural beauty, lies in their hands. Kansas City is fortunate in possessing some eminent architects, and notable among these is Mr. F. B. Hamilton, who has spent twenty-two years in his profession, twelve of which have been in Chicago, and nine in Kansas City. Many towns in Missouri and Kansas possess substantial evidences of his taste and skill, while in Kansas City many of the most stately and substantial business buildings and beautiful dwellings which grace her streets and avenues are among his works. Mr. Hamilton formerly belonged to the firm of Dixon & Hamilton, architects, Chicago, and built many of the finest buildings erected there during his residence in that city.



COMMONWEALTH BUILDING.

The Commonwealth Loan and Trust Company, established its office in this city in February, 1887, and immediately commenced doing a large loan business. The promoters and stockholders of this company number many of the prominent banking institutions and capitalists of Boston and other cities in New England, who organized the company for the purpose of obtaining through it for themselves and their numerous clients Western real estate mortgages that are absolutely safe, remunerative and worthy of high recommendation. The loans of this company are mostly made to the farmers of Kansas and Missouri. In order to make these loans secure beyond question the policy of the management is to loan only on well improved farms and not in excess of one-third the actual cash value of the property mortgaged. The company exercises great conservatism and care in the matter of examining and appraising the properties on which it makes loans; in the first instance requiring a sworn appraisement by at least two reputable freeholders living in the vicinity of the land loaned upon and knowing all about its quality and productiveness, which appraisement must be certified by a bank officer, county officer or a justice of the peace, who personally knows the appraisers acting to be intelligent men and qualified to make the appraisement. After such appraisement has been made an officer of the company visits the farm and makes a careful examination of it and also inquires into the character, reputation and financial standing of the applicant for the loan, and writes out carefully a report of the facts as he finds them respecting the security offered and the trustworthiness of the borrower, and sends such report with any suggestions or recommendations respecting the loan that he deems important to the main office. The loan is then either accepted or rejected upon its merits as thus shown. The Commonwealth Loan and Trust Co. recognize the fact that in the investment of large sums of money for Eastern people who may personally never see the security that is taken for them, the most extreme care and judgment should be used to obtain security that is ample, not only under conditions of favorable crops and general prosperity, but also under other conditions such as may depress for the time being the values of land or the products thereof, and have made it a rule to insist upon all the above mentioned requirements in order to avoid a single instance of error. The corporation guarantees the payment of the principal and interest of the mortgages it sells and obviously can not do this safely except it takes all the precautions mentioned to obtain in every instance an ample security. The executive officers of this company are men of extended business experience and very capable of investing safely the funds constantly being sent to them by Eastern investors. Mr. C. A. Parks, the President of the company, devotes his entire attention to the management of the Kansas City office. Mr. W. W. Mason, First Vice-President and Treasurer, is constantly at the Boston office of the company. Mr. Geo. E. Thayer, Second Vice-President, is the chief inspector of securities, a work which his twenty years continuous residence among the farmers of Missouri and Kansas has well fitted him to perform. The company have recently moved into new and spacious quarters handsomely fitted and furnished in the "Commonwealth Building," where their constantly increasing business can be transacted with facility and convenience. The Western officials are always glad to receive calls from Eastern investors when visiting in the West, and they solicit correspondence and acquaintance with any one interested in Western investments.

Long Brothers.—Wholesale Grocers, Corner of Santa Fe and St. Louis Avenues.—In reviewing the industries of Kansas City which have been most instrumental in her wonderful growth and development, this work would indeed be incomplete without an emphatic mention of the old and widely known wholesale grocery house of Long Brothers. Founded in 1861, the business has, by dint of energy, perseverance and intellect been conducted through every emergency, and in the face of close competition to the position of supremacy it holds to-day among the largest grocery houses in the West. From the very day of its inception the record of the firm has been characterized by energy and integrity, and nothing has been left undone by them to improve their condition and make the most of every existing circumstance. They cater to the best of trade by supplying desirable goods at figures which will compete with the closest Eastern markets. Their fourteen traveling salesmen fill many orders for dealers over a large territory tributary to Kansas City, but the sales are especially extensive throughout Missouri and Kansas, and amount to two million dollars annually. In all there are fifty persons

in the employ of this house. The main building is a commodious structure, five stories high with basement, and 110x75 feet in dimensions, and in it may be found the perfect system and completeness that one would expect to find in a mammoth institution of this importance. Messrs Long Brothers carry a complete assortment of the best goods in the market and make a specialty of the famous He No Tea, for which they are sole agents. They are the oldest established wholesale grocers in Kansas City, and by maintaining in the management of the business the honorable methods which have characterized their business history in the past, they have earned the good opinion of the trade and a continuous increase of prosperity and good répute.

Frank C. Henderson.—Real Estate Broker and Investor of Capital; 110 West Sixth Street.—This business was established in March, 1885, by the firm of Bankart & Henderson, by whom it was continued until April, 1887, when, upon the death of Mr. Bankart, Mr. Frank C. Henderson continued the business alone. Mr. Henderson is a gentleman who is justly regarded as an authority upon all matters pertaining to Kansas City and suburban real estate, and he does a large and satisfactory business in every description of city and suburban property, making a specialty of West Bottom, Troost avenue and Fifteenth street property, and also being largely interested in Whitman & Sears' first and second additions, Whitman & Henderson Troost avenue additions, Logan Park, Lansdowne and other additions located on Troost avenue, Belmont Heights on Fifteenth street, and other favorite properties, having on hand and for sale at all times a large amount of residence and business properties. In addition to this individual business, Mr. Henderson is interested in the Missouri, Kansas & Texas Real Estate Trust Company, a corporation with a capital of \$500,000, and is also connected with other important business enterprises. Prior to engaging in this business here in 1885, Mr. Henderson was in the live-stock commission business at Chicago, and prior to that he was engaged in the real estate business at Pierre, Dak. His active business experience especially fits him for the handling of transactions of magnitude, and his correct and reliable methods commend him to the favor and confidence of all with whom he comes in business contact.

Citizens' National Bank.—J. J. Squier, President; Phil. E. Chappell, Vice-President; R. W. Hocker, Second Vice-President; W. H. Seeger, Cashier; Sixth and Delaware Streets.—This bank, which occupies a prominent position among the most substantial and prosperous of the financial institutions of the West, opened for business in January, 1882, and since that time has transacted an active banking business, buying and selling foreign and domestic exchange, loaning money on approved security, discounting first class commercial paper, attending to collections and otherwise carrying on all the branches of a legitimate banking business. The financial history of the corporation from its organization to the present time has been one of gratifying and steady increase, the last published report, dated December 7, 1887, making an excellent showing. At that time, in addition to its capital stock, fully paid in, of \$200,000, the bank had a surplus fund of \$100,000, and undivided profits of \$75,000, in addition to which it paid an annual dividend of ten per cent. to its stockholders. The total resources of the bank, at that time, amounted to \$2,039,861.50. The stock of this bank is held at 210, the last sale being at 200. This bank is the oldest designated depository of the United States, and its methods have ever been such as to commend it to the favor and confidence of business men and the community at large. The President of the bank, Mr. J. J. Squier, has been a resident of Kansas City for the past twenty years, and in addition to his position as the chief executive of this bank, is prominently identified with many other important business and financial corporations. Mr. Phil. E. Chappell, the Vice-President of the bank, is well known as a substantial and successful business man, a large capitalist and connected with many important enterprises. He at one time served a term as Treasurer of the State of Missouri. Mr. R. W. Hocker, the Second Vice-President, was formerly cashier of the Saxton National Bank at St. Joseph, Mo.; and is a man of ample means and important business connections. Mr. Seeger is the Cashier of the bank, and has been a resident of Kansas City for the past thirty years. He has been engaged in the banking business for sixteen years in various banks, and his thorough and practical knowledge of all the details of banking, close attention to

all his duties, and efficiency in every respect have largely contributed to the gratifying prosperity shown by the report of the financial condition of the bank. In addition to these officers the following well-known and prominent citizens are directors of the bank;—S. McWilliams, Milton Welsh, Frank J. Baird, Thomas K. Hanna, John Conover, George P. Olmstead, James B. Bell, Charles B. Leach, M. W. St. Clair and W. H. Seeger.

Burnham, Hanna, Munger & Co.—Importers and Jobbers of Dry Goods and Notions, and Manufacturers; Seventh and Wyandotte Streets.—Kansas



City has among its mammoth jobbing houses many that would do honor to the larger cities of the East, and among these, in the dry goods line of commercial enterprise, none occupy a position of higher rank, or is entitled to more consideration, with reference to an elevated commercial standard upon which its operations are based, the extent of business transacted, and its potent influence in commercial circles, than that of Messrs. Burnham, Hanna, Munger & Co. located at the corner of Seventh and Wyandotte streets. The individual members of this great house are Messrs. J. K. Burnham, Thomas K. Hanna, Albert H. Munger, Frederick C. Stoepel and O. L. Woodgate, all gentlemen of pre-eminent social worth and commercial prominence. The enterprise was established here in 1868 by Messrs. Tootle, Hanna & Co., having had its origin in the State of Nebraska and assumed its present designation April, 1887, upon the death of Mr. Milton Tootle. The former business location was at Nos. 413, 415 and 417 Delaware street, but their business operations having increased so rapidly, the premises now occupied were

built expressly for their accommodation, and consist of a magnificent, six-story and basement brick and iron edifice, 75x141 feet in dimensions, completely stocked with full lines of bleached and brown cottons, plaids, cheviots, ducks, flannels, prints, ginghams, jeans, cassimeres, all kinds and descriptions of dress goods, linens, hosiery, white goods, etc., which are at all seasons carried in stock. The firm are also largely engaged in the manufacture of overalls, jeans, cottonade and cassimere pants, shirts, etc. The establishment is fully equipped with every modern convenience and appliance, steam-power being utilized in their manufacturing department. A perfect system prevails in every department of this mammoth house, one of the firm having general supervision and management of the internal economy of this vast concern. An immense capital is involved in the business. There are sixty-five people in the employ, aggregating an annual pay-roll of \$40,000. Fifteen of these represent the interest of the house in their trade territory, which embraces Kansas, Colorado, Texas, New Mexico, Missouri and Nebraska mainly, and wherein the annual sales amount to upwards of \$2,000,000. Mr. J. K. Burnham, the head of the Detroit house of Burnham, Stoepel & Co., is about to remove to this city, a significant indication of the spirit of the age, that "the star of empire Westward takes its course." He is President of the German-American National Bank of this city. Mr. Thomas K. Hanna has been a resident of this city since 1868. He is the genius of the dry goods trade of this city and a pioneer of the West in this line. The present enterprise had its inception under his fostering care in the distant State of Nebraska, in 1857. He was the first President of the Board of Trade of Kansas City, the future metropolis of the West, Director of the School Board of this city for many years, and has always been closely identified with every project for the material development of trade and commerce in the city of his adoption, but of late years has to some extent relaxed active participation in business. Mr. Albert H. Münger has been a resident since the reorganization of the firm here in 1887, and is a member of the firm of Burnham, Stoepel & Co., of Detroit, Mich. Mr. Oscar Woodgate was a member of the firm of Tootle, Hanna & Co., and is now the credit head of the present house, a gentleman eminently fitted for the responsibility of his position. Mr. F. K. Stoepel is the efficient manager of the Detroit house. In short this grand commercial enterprise is the leading representative dry goods emporium of Kansas City, and their name is a synonym for all that makes up enterprise and sagacity in business circles and public spiritedness in the community.

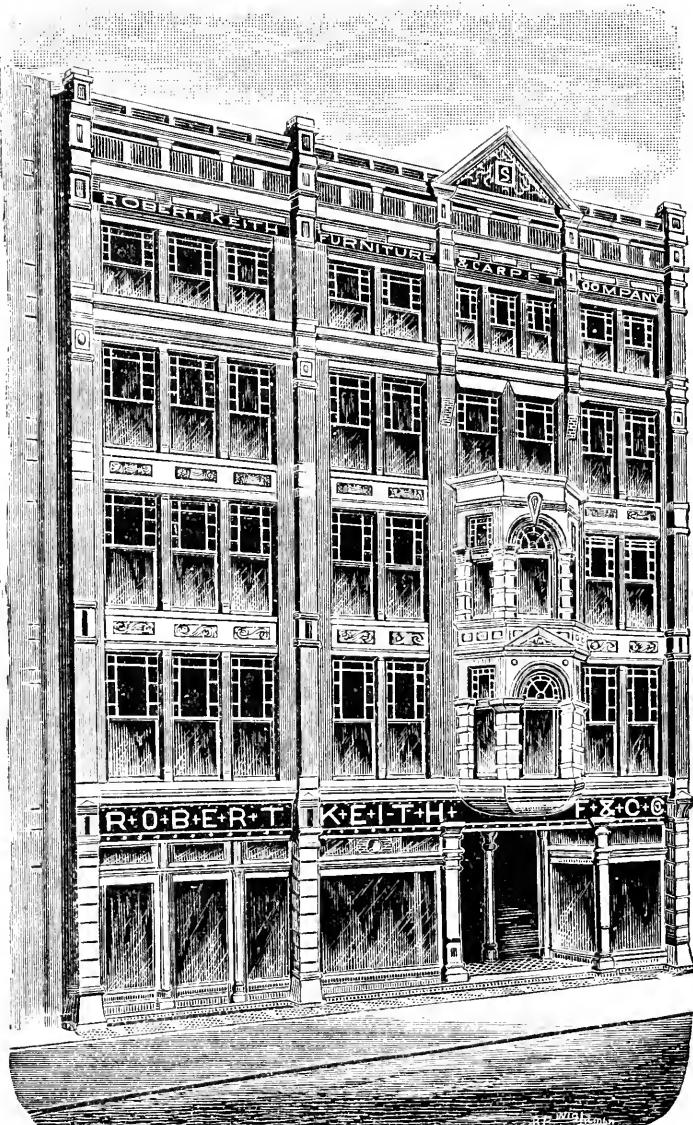
National Bank of Commerce.—W. S. Woods, President; L. F. Wilson, Vice-President; C. J. White, Cashier; H. C. Schwitzgebel, Assistant Cashier; 545 Delaware Street.—One of the most gratifying features of the financial history of Kansas City is presented by the record of this prominent banking institution, which is the successor to the Kansas City Savings Association, originally established in 1865, and which conducted business under that style until 1882, when the name of the bank was changed to the Bank of Commerce. The operations of the bank were conducted under the State law until August 10 of the past year, when the bank commenced business under the national banking act, with a paid in capital of \$2,000,000. At the time of its first statement, dated October 5, it was shown that the bank had total resources of \$5,739,071.31, that it had loans and discounts outstanding to the amount of \$3,384,208.98 and cash and sight exchange on hand amounting to \$2,070,639.39. The building occupied by the bank is one of the most imposing in the city, costing, exclusive of the ground upon which it stands, \$80,000, and fitted up at the cost of \$35,000, elegantly equipped and decorated, and making one of the most attractive banking house interiors in the country. The bank does a general business embracing all the departments usually conducted by a national bank, loaning money on approved security, discounting first class commercial paper, dealing in and issuing exchange upon the leading foreign and domestic cities and carrying on all the departments of a legitimate banking business. The bank throughout its career has held a prominent place in the confidence of the business men of the city and the community at large as a result of its safe and conservative methods of transacting business, and its Board of Directors is composed of the following well-known and substantial citizens: L. F. Wilson, C. J. White, Web. Withers, Richard Gentry, W. S. Woods, Wm. A. Wilson, Jos. Cahn, J. K. Davidson, James M. Nave, E. L. Martin, Wm. Askew, J. C. Egelhoff and L. J. Talbott. President Woods is well known as a successful banker in Central

Missouri, and later as a substantial merchant, having been a member of the firm of Grimes, Woods, La Force & Co., prior to accepting the presidency of the bank in Kansas City. Mr. Wilson, the Vice-President, is also a substantial business man, having been engaged in the banking business in Illinois prior to coming to this city. Mr. White, the cashier, has resided in Missouri since 1843, and was engaged in mercantile business prior to 1865, when he came to this city and organized the Kansas City Savings Association, since which time he has been connected with the bank, and has largely contributed by his superior knowledge of the details of legitimate banking, his close attention to his important duties, and his efficiency in every respect to the great success of the bank, and the high place it now holds in the estimation of the business community.

R. S. Brown & Son.—Florists; Floral Store, 1207 Main Street; Green Houses, Fourteenth and Wabash Streets.—There is nothing in nature that so enhances the beauty of human existence and cheers the monotony of life as the sweet scented, rare and beautiful flowers. Kansas City has its representatives in the horticultural field as well as in many other important features that go to make up the pleasures of social life. Among these leading mention is due to the firm of R. S. Brown & Son, florists. The enterprise was founded in 1882 by Mr. R. S. Brown, who was joined in business by his son, Mr. E. F. Brown, in 1886. This firm possesses the very best facilities for the conduct of this industry, having a plant on Fourteenth and Wabash streets, covering an area of two acres and embracing thirteen green houses, 25x125 feet in dimensions each, and supplied with modern conveniences requisite to plant and flower culture. A floral store is also located at 1207 Main street, where is constantly kept on hand a profusion of exquisite cut flowers, bulbs, pot plants, etc. The premises are 20x80 feet in area, replete with every variety of plant and flower, displayed in a neat and artistic manner. This firm publishes a comprehensive and elegantly illustrated catalogue, which is furnished gratis upon application. Mr. R. S. Brown has been a resident of Kansas City upwards of thirty-five years. Prior to engaging in his present enterprise he had been market gardener for many years. He is a native of the Emerald Isle and came from Belfast to America with his parents when but three years old. At first his people settled in Canada, but Mr. Brown subsequently went to Buffalo, N. Y., and from thence to Kansas City, where he has made his record as an enterprising and practical business man. His son, Mr. E. F. Brown, was born in this city, is a young man of industrious habits, and possesses in a high degree his father's practical turn of mind. A promising future lies before him. Eight experienced assistants are employed and a thorough and economical system prevails through the establishment.

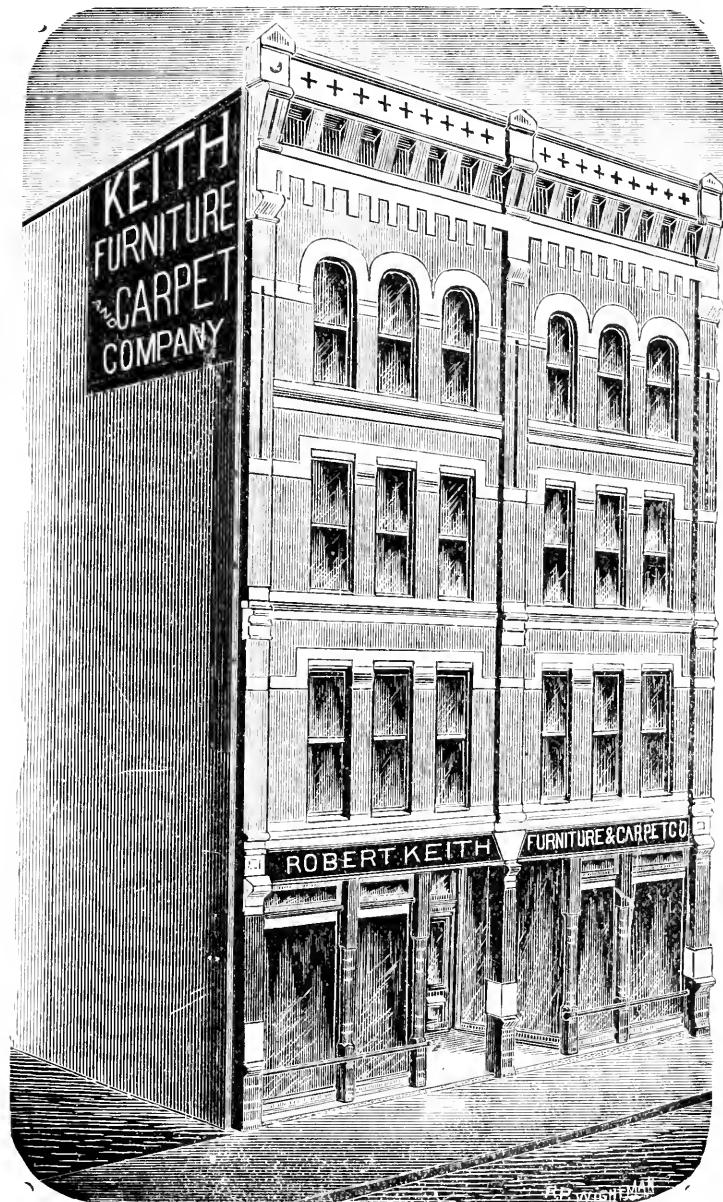
J. W. Nier.—Civil and Mechanical Engineer; Rooms 10, 11 and 12, Hall¹ Building, Corner of Ninth and Walnut Streets; Telephone 1480.—The subject of this sketch established his business here in 1885, at a period in the history of our Western metropolis which was propitious for engineering science, as some of the most important public improvements and business enterprises had been projected and were being carried out with that energy characteristic of Kansas City's commercial classes and public spirited citizens. Mr. John W. Nier's business extends as far east as Indiana, westward to the Rockies, and from Nebraska to the Gulf of Mexico. His works the preceding year aggregate upwards of \$800,000 upon water works improvements alone, and \$250,000 on sewerage plans, all of which have been completed. At present he is chief engineer of the Kansas City and Sabine Pass railroad, an important line projected from Kansas City to the Gulf of Mexico, and has engineered numerous other works and engineering schemes. Mr. Nier has been a resident of Kansas City upwards of ten years. He was formerly United States division engineer of the central division of the Missouri river improvements. He is one of the firm of Hartford & Nier, civil engineers, of Chattanooga, Tenn. He is thoroughly educated in the profession of civil engineering, being a graduate of the Polytechnic Institute of Troy, N. Y. Aside from this he has had wide and valuable experience in connection with some of the most important engineering works of the age. From fifteen to twenty proficient assistants are employed, and the greatest care and scientific skill is observed in all the details of the works and planning. It is due to such proficiency and consummate skill that the subject of this sketch has met with a deservedly great success.

Robert Keith Furniture and Carpet Company.—Robert Keith, President; S. M. Kennard, Vice-President; Albert Scheuneman, Secretary; 811 and



813 Main Street, and 810, 812 and 814 Walnut Street.—The design of this volume being to diffuse general information concerning the industries and resources of Kansas City, injustice would be done to one of the best firms in the city, should this one be passed over in silence. This enterprise was incorporated and established in 1881, with a capital of \$125,000, and now has on its pay-roll 100 employes, while its business is extended all through the entire West, reaching to California,

and its city trade is simply enormous. Its stock embraces every article in the line, from the most elaborate and costly to the plainer and less expensive. In parlor,



bed-room, dining-room and library sets, in all styles and prices, they excel, and offer special inducements. The display of fine upholstered goods is really unequalled in the city, and in this class the house enjoys a wide spread and merited

reputation. All its stock is remarkable for elegant and artistic workmanship, exquisite finish and liberal prices. This establishment occupies five stories on Main and six stories on Walnut street, fronting on Main fifty feet and running back 112 feet; on Walnut seventy-two feet, and running back 120 feet, giving an area of 79,840 square feet of floor space, and is one of the most extensive carpet and furniture houses in the United States. The building is fitted expressly for the business, every department being adapted to its particular line of goods. Mr. Keith, who is prompt, energetic and reliable, and conducts business on most liberal principles, has achieved remarkable success, and is a worthy representative of the commercial interests of Kansas City. He was formerly located at Leavenworth, where he was engaged in the same business, but came to Kansas City in 1881, and has resided here ever since.

First National Bank of Kansas City, Mo.—James L. Lombard, President; Witten McDonald, Vice-President; E. F. Swinney, Cashier; G. W. Fishburn, Assistant Cashier: Ninth, Main and Delaware Streets; Kansas City, Mo.—The prominent position held by this bank in the confidence of the people of Kansas City and the West generally, is due to the amplitude of its resources, the conservative methods of its management, and the substantial character of the gentlemen having its destinies in charge as officers and directors. The official statement of the financial condition of the bank at the close of business October 5, 1887, made a gratifying showing, the bank having at that date in addition to its capital stock of \$250,000, a surplus of \$60,000, and deposits of \$1,441,876.93. The facilities of the bank for the transaction of every description of banking business are unsurpassed, including seventy-eight foreign correspondents, besides correspondents in New York, Chicago, St. Louis, Philadelphia, Omaha, St. Joseph, Denver and San Francisco. Every department of a legitimate banking business is carried on, and the bank carries the accounts of individuals, firms and corporations, to whom it affords the best facilities consistent with correct banking principles; it loans money on approved security, discounts good commercial paper, makes collections and issues exchange and does a live, active and steadily increasing business. Its Board of Directors is made up of gentlemen who are prominent in the business world, including Messrs. James L. Abernathy, E. D. Fisher, Joseph S. Loose, James L. Lombard, Benjamin Lombard, Jr., Witten McDonald, George W. McCreary, G. H. Nettleton, John F. Richards, E. F. Swinney, Robert L. Yeager and James A. Blair, with officers as named in the head lines of this article. The safe and conservative management of this bank by President Lombard and those associated with him in the management has given it a leading place in the confidence of the business men of the city, and Mr. E. F. Swinney, the cashier, who is a banker of experience, and who is assisted by Mr. G. W. Fishburn, attends to the practical details of the business with a fidelity which has largely contributed to secure for the bank the gratifying prominence it has attained.

Van Brunt & Howe.—Architects; Room 32, Bayard Building, 1214 Main Street.—The sublime art of architecture has not in the West a more worthy representative than the firm now under special notice. Many of the public buildings and business blocks, besides a number of private residences, owe their beautiful outlines and convenient appointments to the consummate skill of these gentlemen. The business had its inception in Boston, Mass., about twenty years ago, under the name and style of Ware & Van Brunt, subsequently changing to its present designation and removed to Kansas City in 1885, as this field afforded better opportunities for the display of skill in architecture, as the sequel will show. Messrs. Henry Van Brunt and Frank Maynard Howe are the individual members of this firm. They employ twelve draughtsmen and assistants. A branch establishment is still retained in Boston, in order to facilitate their extensive patronage, which covers the whole United States. Speaking of their important works in this city, we would mention a few only that are monuments to the architectural beauty of our western metropolis, and reflect high honor on their projectors and designers. The designing and superintendence of construction of the following buildings may be mentioned in this connection, viz: The Bayard building, where this firm's offices are located, is a substantial red stone, brick and terra cotta structure, and, although not large, presents a graceful elevation and is quite attractive in appearance; the new *Journal* building, on Ninth and Walnut streets, which

is after the same style as the preceding; the Gibraltar building, and the New England building, which was planned and designed by Messrs. Bradlee, Winsor & Witherell, architects, and superintended by Messrs. Van Brunt & Howe. This is without question the finest structure in the city. A large number of residences and business blocks in various parts of the city, in which the Adams family of Boston are largely interested, are among their recent and present undertakings. Mr. Van Brunt has recently become a resident of Kansas City. He hails from the old Bay State, and for upwards of twenty years pursued his avocation in the Athens of America (Boston). Mr. Frank Maynard Howe is also from Massachusetts, where he was engaged in the architectural art for many years in Boston, of which city he is a native. These gentlemen have scored a deservedly great success through care and consummate skill in all their undertakings, coupled with honorable business methods and promptness in execution of all commissions entrusted to them.

C. W. Waddell.—Real Estate; Room 311, Alamo Building.—Prominent among the best known and highly favored real estate dealers of Kansas City is the above named gentleman, who established his office and engaged actively in the real estate business in 1885. Previously to engaging in his present enterprise he had been connected with the prominent dry goods house of Bullene, Moore, Emery & Co., from 1877 to 1885. He now controls the sale of some of the most desirable business and residence property in the city. He is conscientious and precise in his business transactions, and commands the respect of a large and increasing patronage. Mr. Waddell is familiar with every detail of his business, and is authority in quoting present and prospective values. The Randolph subdivision, otherwise known as North Kansas City, is one of the those desirable properties the sale of which Mr. Waddell controls, and many other tracts equally eligible for business and residence purposes, are at his disposal and rapidly becoming the points from which real estate investors are making selections. Mr. Waddell's methods in business are strictly honorable, and his continued success is assured. He is an enterprising young man—devoted to his business, and stands high in social and commercial circles.

E. H. Chamberlain & Co.—Powder and High Explosives; 103 West Eighth Street.—Mr. Chamberlain has had this agency for high explosives open for over a year, and with gratifying success. He keeps two travelers on the road, and has built up a good and paying trade over Missouri, Nebraska, Colorado and Dakota, besides doing a large business with Kansas City jobbing houses, and supplying explosives to the cable roads and all grading points about the city. The powder is made at Christiana, O., and is shipped here, when it is stored in Mr. Chamberlain's magazine, on the Argentine road. This building has a capacity for holding three thousand kegs. Mr. Chamberlain came from St. Louis, where he had been in the powder business. He is, besides being a capable and thorough business man, well posted in the scientific part of his business, knowing exactly the strength and action of the different explosives, the work for which each is designed and the proper modes of handling them.

Kansas City Terra Cotta Lumber Company.—Manufacturers of Terra Cotta Lumber; Room 55, Sheidley Building, Corner of Ninth and Main Streets.—This important industrial enterprise was established and incorporated in May, 1886, with a capital stock of \$100,000, and with a directorate of Geo. D. Ford, President; E. D. Bigelow, Vice-President; John C. Gage, Attorney; W. A. Towers, Auditor, and Thos. A. Lee, Secretary and General Manager. Their factory is located on Lydia avenue, near Third street, where they employ sixty hands and turn out immense quantities of terra cotta lumber having a capacity for manufacturing 15,000 tons of material annually. Terra cotta lumber is a porous earthenware, adapted to fire-proofing large office buildings, and to building and lining dwelling houses. It has become a very important article of commerce, and that manufactured by this company is highly appreciated on the market. Some of the qualities of this useful material are that it is neither destroyed nor affected by fire, or fire and water combined; it conducts neither heat nor sound, and neither shrinks, expands nor warps, while it effectively stops both dampness and cold. It is not affected by age, and holds nails, screws and plastering firmly. It is but one-third the weight of brick, yet has a large carrying strength, and is easily worked by the

same tools as wood. Then it is cheap, and absolutely fire-proof. This company is celebrated for the quality of its terra cotta lumber, and also for its liberal and honorable methods of dealing and the faithful carrying out of contracts, and its trade is consequently large, extending over Missouri, Nebraska, Iowa and Kansas. They supplied the terra cotta lumber for the Board of Trade building, the American Bank building, the New England Mutual Life Insurance Co.'s building, the Midland Hotel building, the Water Works building, and other prominent edifices in Kansas City. Mr. Lee, the manager, is an energetic business man, and the company's business has grown to large proportions in his hands.

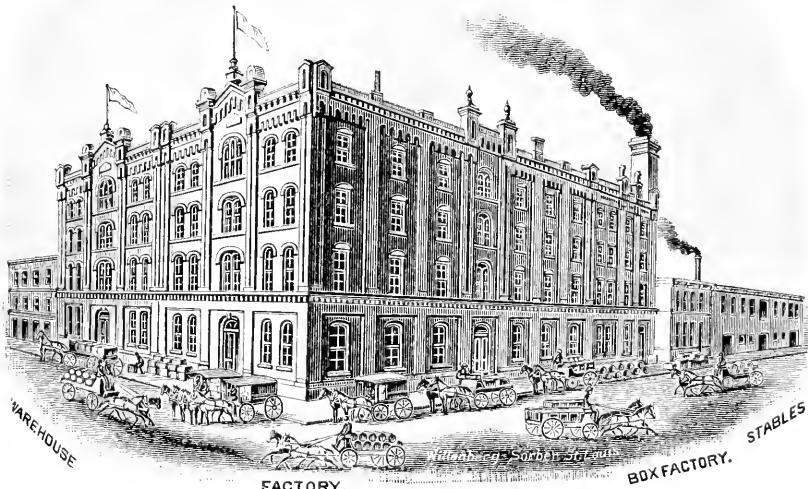
Clif. R. Barnes, Jr.—Bond and Stock Broker; Commercial Paper and Real Estate; Room 71, Sheidley Building.—This business was established two and a half years ago, as a real estate firm, by Messrs. Barnes & Barnes, but it subsequently changed to Smith & Barnes, and in the fall of 1887 came entirely into the hands of Mr. Clif. R. Barnes, Jr. He makes a specialty of dealing in commercial paper, stocks and bonds, and is vouched for by the American National Bank, the National Bank of Commerce and the National Bank of Kansas City, besides which he is widely known as a man of the highest honor and the most unwavering integrity in all his dealings. His real estate business consists mainly in trades on his own property, but he gives some attention to choice inside business and residence lots, and invests largely for Eastern capitalists and negotiates loans for his customers. He intends to sell off his real estate and give his whole attention to his brokerage business, besides which he intends uniting with another party in the coal and wood business, of which his prospective partner will be manager, while he gives his attention to his present business. The name of this new firm has not yet been made public.

R. Lloyd Jones.—Civil Engineer; Room 307, Baird Building; Sixth and Wyandotte Streets.—Prominent in this highly important branch of the learned professions is Mr. R. Ll. Jones, C. E. Though located in Kansas City, he does not confine his business to this city or section of country, but attends to orders all over the Union, and employs half a dozen skillful assistants to keep pace with the demands made upon him. He makes specialties of railroad engineering, laying out and platting town sites, designing parks, private grounds and boulevards, and furnishing all kinds of railroad maps, profiles and estimates, besides doing city and country surveying. He is particularly noted for his plans, diagrams and surveys, made for the legal profession, in criminal cases or cases of accident, for which he has won a high reputation, owing to the exactness and skill with which he prepares such exhibits. Mr. Jones is a native of Wales, and came to America and settled in Kansas City two years ago. He was, while in the old country, engineer on construction of a branch of the Great Western Railway for three years, and from that time until he left for this country early in 1886 located in his native town as a civil engineer and surveyor, and performed the engineering and surveying work for the Council of that town. He has been actively engaged in his profession since he came to this country, and is an energetic, enterprising and highly intelligent man. All orders or communications sent to his office will have the most prompt and careful attention.

A. C. Wurmser & Company.—Furniture, Carpets, Stoves, Mirrors and General Household Goods; 1209 and 1211 Main Street.—The enterprising gentleman in this leading industry is Mr. A. C. Wurmser, who established the business in 1884. The house makes a specialty of furniture, carpets, stoves, mirrors and general household goods, and can furnish and fit up a house throughout in a style superior to anything that can be obtained anywhere else in the city. An immense stock of the very finest and handsomest goods is carried, and in the employ twenty intelligent clerks are retained; and the house does an annual business of \$250,000, which trade extends over Missouri, Kansas, Nebraska, Indian Territory, Colorado and Texas. The house is wonderfully popular, is widely celebrated for its superior goods, its moderate prices and its honorable dealings, and is, without any question, the favorite emporium for housekeepers of all classes, while it stands unrivaled, west of Chicago, for volume of business, quality of goods and business reputation. The business occupies five stories of a building, 50x125 feet in dimensions, and every department is under the most capable management, and kept in the most

handsome style. Mr. A. C. Wurmser is a native of Cincinnati, where he was formerly engaged in the same business. He came to Kansas City in 1884, and entered upon the business here. He is a wide-awake business man, and no one in the city knows more about his trade, or how to manage it, than he. Mr. Wurmser's aim is to keep his house the leader in its line in the West, which proud position it already has, and will continue to occupy in Kansas City.

Corle Cracker and Confectionery Company.—J. S. Loose, President; J. L. Loose, Secretary and Treasurer; Manufacturers of Fine Biscuits,



Cakes, Jumbles and Pure Candies; Corner of Second and Main Streets.—This business which has now grown to proportions which give it a prominent place among the leading houses of its kind in the country, was originally established in 1875 by Mr. J. F. Corle, by whom it was conducted until 1880, when the business was incorporated under its present style, and in 1882 Messrs. J. S. and J. L. Loose, having obtained a controlling interest in the corporation, became respectively President and Secretary and Treasurer of the corporation, and have since practically managed the business. The volume of the transactions of the company has steadily expanded from that time, and now covers a large trade in the States of Kansas, Nebraska, Missouri, Colorado, Texas, Arkansas and the Territory of New Mexico, and the firm is favorably known to the trade by reason of the superiority of its product and the uniform accuracy and reliability upon which its business is conducted. The premises occupied by the company embrace a factory 100 x 145 feet in dimensions, and which is a four-story and basement structure. Of this building the basement and first and second floors are utilized for the manufacture of biscuits, crackers, cakes, jumbles, etc., while the third and fourth floors are used as a factory for the manufacture of candies and confections; having in all 71,000 square feet of floor space, in addition to which they have a box factory, where they manufacture all the wooden and paper boxes used in their business, and which occupies premises 40 x 142 in dimensions, including three buildings, one of which is used for stable purposes, the company having nine teams which they utilize in their business. The factory premises are completely equipped with all the latest and most improved machinery and appliances adapted to the various departments of their business, and employment is given to a force of 250 people, necessitating the disbursement of a pay-roll amounting to \$2,000 per week. The machinery of the fac-

tory is propelled by a 100 horse-power engine, and in the cracker factory there are three of the latest improved and largest ovens. One hundred and fifty barrels of flour per day and two car loads of sugar per week are utilized in the processes of manufacture. The trade of the company is very large, the volume of its transactions amounting to about \$1,000,000 annually, and the products being justly popular with consumers: their "Peacock" brand of crackers being without a superior in the country, and their "Spray Wafers" being the finest manufactured. In candies, all grades are manufactured, only the best and purest materials, however, being used in all departments of their manufacture. All the details of the business are conducted upon perfect and accurate system, and the trade is steadily expanding, twelve active and experienced traveling salesmen of wide acquaintance being employed to represent the house in its large territory. The Messrs. Loose, who are principals in the business, are gentlemen of long business experience, and are prominently identified with other important enterprises, Mr. J. S. Loose being, in addition to his position as President of this company, a Director of the First National Bank, and Mr. J. L. Loose being a Director of the Grand Avenue Cable Line. Under their careful and systematic management, the company has steadily increased its business and reached the present highly gratifying condition it enjoys.

National Bank of Kansas City.—J. S. Chick, President; W. H. Chick, Vice-President; W. J. Anderson, Cashier; F. N. Chick, Assistant Cashier.—Among the leading financial institutions of the Southwest is the National Bank of Kansas City. It has a paid up capital of \$1,000,000 and a surplus \$250,000, and it pays to its stockholders regular semi-annual dividends of 5 per cent. The bank is conveniently located in the center of business, owns its own building from which it derives a handsome revenue, and has from the first done a large and prosperous business. The officers above give their personal and undivided attention to the business.

L. L. Levering.—Architect; F. W. A. A.; 701, 702, 703 Nelson Building, Corner of Missouri Avenue and Main Street.—With a practice and experience of upward of twenty-five years in this most ancient and beautiful art, Mr. L. L. Levering located in Kansas City, the metropolis of the Great West, in 1881. His office was located at 605 Delaware street, but was removed to his present location in July, 1887, upon the completion of this magnificent building (Nelson's), where he occupies four commodious rooms for his office. This building was designed by his skillful hand and its construction superintended by his trained eye. A cut of the Nelson building appears in another part of this work. The Christian church, on the corner of Locust and Eleventh streets, is another specimen of his handiwork, and a large number of magnificent residences in Dundee Place, this city, and other parts of the city, all of which bear witness as monuments to his artistic taste and consummate skill in the sublime art of architecture. In addition to the above, Mr. Levering is now planning and designing other important business blocks which will cover a frontage of upwards of 600 feet, and other buildings in various parts of the city. Mr. Levering hails from Columbus, Ind., where he pursued his avocation for eighteen years. He has always been a hard student of his profession. The dim light of "midnight oil" found him always in his study, and the bright sunshine at the practice of his pet profession. His career is an example well worthy of imitation, for assiduity, perseverance and skill. He is a member of the Western Architects' Association, and his name is a synonym for all that constitutes proficiency in the architectural art. His patronage embraces local enterprises and extends through Missouri, Kansas, Iowa, Nebraska and other Western points. He is well preserved for one of his age, and bids fair for many years more of usefulness in his profession.

White & Rial.—Live Stock Commission Merchants; Rooms 28 and 29 Live Stock Exchange, Kansas City.—This well known commission house, of which Messrs. Robert C. White and Samuel T. Rial are the members, was established in 1876, and after an existence of eleven years has advanced to a position as one of the leading houses in the Live Stock Exchange, its members being gentlemen of wide experience in the live stock business, and men of sagacity and earnest and untiring efforts. Mr. Robert C. White is a native of Kentucky, subsequently moving to Platte County, Missouri, in 1843, where he was engaged as a farmer and mer-

chant, until the "panic year" of 1857, when he removed to Kansas City, and has since resided here, and for twenty-eight years has devoted his energies to the live stock interests. Mr. Sam. T. Rial, the junior member of the firm, was born in Anderson County, Kentucky, removing in childhood to Excelsior Springs, Missouri, and making a trip to California, when a stripling of seventeen years. Half of his life has been spent in the live stock industry, fourteen years of which have been in the Kansas City Stock Yards. This house was established by Messrs. White & Holmes, who were succeeded by the present firm, January 1, 1887. Their office is elegantly fitted up, and they give employment to ten men, and have a trade distributed throughout Missouri, Kansas, Nebraska, Colorado, Iowa, Texas, Arizona and New Mexico, and an annual business of \$5,000,000, with steadily increasing patronage. The house is characterized by strict business principles, and upright methods of dealing.

Consolidated Tank Line Company.—Wholesale Lubricating and Burning Oils; Office, Northwest corner of Ninth and Walnut Streets; Works, Armourdale, Kansas.—The importance of this industry can only be measured when compared with the already great and growing demand for its products. Kansas City has drawn within her borders many of the useful industries of the age, but none is more deserving of special mention than the Consolidated Tank Line Company, which was organized and duly incorporated in 1877, with a paid up capital stock of \$1,000,000. The management of its affairs is now under the efficient direction of the following official board: Messrs. Alexander McDonald, President; James McDonald, Vice-President and Treasurer; W. P. Thompson, Secretary; J. W. Swain, General Manager, and W. N. Davis, Manager of the Kansas City division, all of whom are residents of Cincinnati, O., the headquarters of the enterprise, except Messrs. Swain and Davis, who reside here. The capacity of the Kansas City works is 2,000 barrels per diem. The establishment is supplied with all necessary modern conveniences and appliances. A force of from 150 to 200 hands receives constant employment upon an average monthly pay-roll of \$12,000. The territory covered by this division of the company's business is embraced within the States of Missouri and Kansas and the Indian Territory, the annual business in the division amounting to upwards of \$2,000,000 annually. Specialties are made of all kinds of animal, mineral and vegetable oils and greases. The plant, which is located at Armourdale, covers an area of three and a half acres, comprising a substantial brick and stone warehouse 50x200 feet in dimensions, with ample storage cellars, a cooper shop, where they manufacture barrels, glue, brooms, etc., and thirteen large iron tanks, having a total capacity of upward of 1,000,000 gallons. The company have in contemplation a material increase in their productive facilities in the near future, the capacity of which, when completed, will be twenty-five per cent. greater than at present. The company's enterprise and business sagacity, coupled with honorable business methods and liberal dealing, have combined to secure for it a deservedly great success. Mr. J. W. Swain has been a resident of this city ten years. He is prominently identified with many of Kansas City's commercial enterprises. He is an Ohioan by birth and education. Mr. William N. Davis is a Virginian, who was raised in Pennsylvania. He is thoroughly conversant with the management of the affairs of the company at this point. Both gentlemen are esteemed citizens and favorably recognized in commercial circles here.

John Connell.—Real Estate; 721 Delaware Street.—Mr. Connell established himself in this business in 1885, prior to which he had been a resident of Kansas City for twenty years, first engaging in the dry-goods business, and afterwards going into the clothing business. Since establishing in his present enterprise Mr. Connell has occupied a prominent position among the leading real estate operators in the city, and has conducted a number of the most important of the large transactions in real estate for which the history of the city during the past two years has been remarkable. Among other transactions conducted by Mr. Connell was the sale to a syndicate of about eight blocks of land, situated in the northern part of the city, bounded on the east by Charlotte street, on the west by Oak street, on the south by Fifth street, and north by the Chicago and Alton railroad, and which he sold for \$800,000, which is the largest transfer made by any single individual in Kansas City. Mr. Connell has secured a merited high place in the confidence of local and Eastern investors as a consequence of the close and

accurate knowledge possessed by him of values present and prospective of real estate in this city and its immediate surroundings, and his close attention to the details of every transaction placed in his hands. His success in the business is the result of superior knowledge and a high order of industry, and he is justly regarded as an authority upon matters pertaining to real estate in this city.

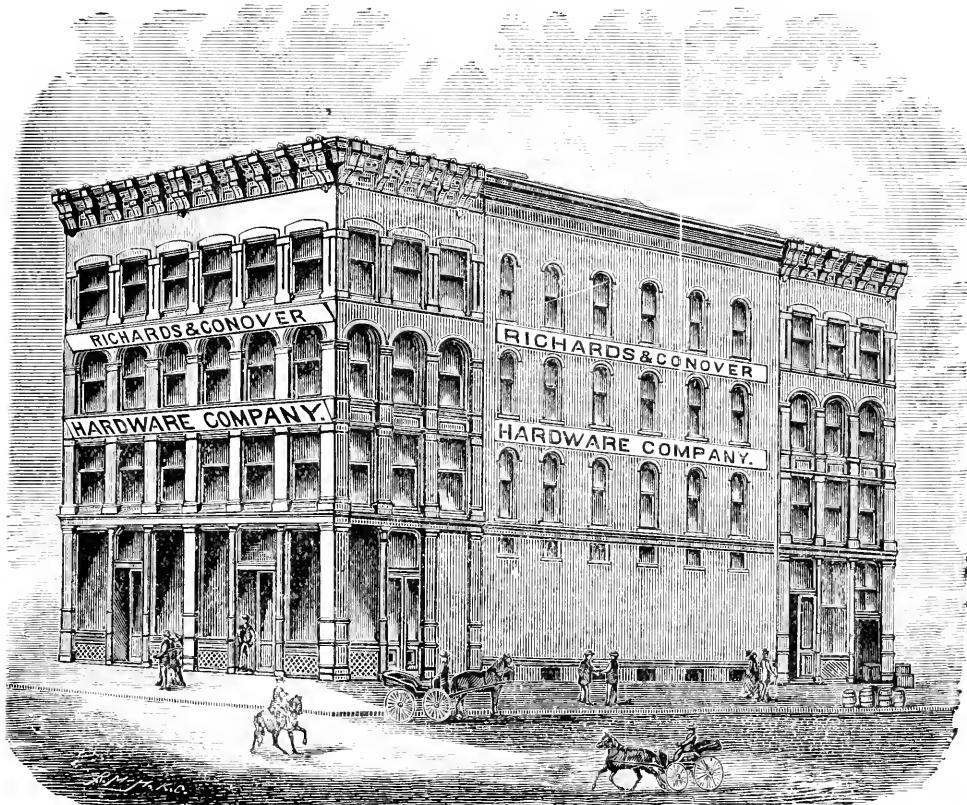
E. Pinkert & Co.—Practical Furriers, Importers and Exporters of Furs and Skins, and Manufacturers of Ladies' and Gents' Fine Furs; 1125 Main Street.—This important industrial enterprise was established in 1884, by the enterprising Mr. E. Pinkert, the present proprietor of the business. It is the largest and best industry of its kind in Kansas City, or, indeed, in the West, and is widely celebrated for its rich and handsome goods as well as for the superior quality of the work put upon them. They employ from thirty-five to fifty salesmen and skillful fur dressers, and their pay-roll foots up to \$600 per week. The premises occupied by the business comprise a three-story building, 30x120 feet, in which they keep a full and complete stock of all kinds of furs and fur made goods, their seal garments being considered superior to anything of the kind made in the West. The quality of all the goods sold by the house is so fine, and the house itself has won such a high reputation for honorable dealing—an important thing to those trading in goods of this class—that their trade is very extensive, spreading out over Missouri, Kansas, Iowa, Colorado, Mexico and New Mexico. Mr. Pinkert is a native of Germany, and came to America a number of years ago and settled in New York. He has been in Kansas City for three years, and is highly spoken of both as a business man and a citizen.

Franklin B. Hough & Co.—Bankers and Financial Agents; Office, Journal Building, Corner of Tenth and Walnut Streets.—The partners in this important enterprise are Franklin B. Hough, O. N. Crawford and Warren P. Conner, and they opened the doors of their office to the public in 1887. When people congregate together and form cities, and all the varied industries of men begin to operate in the place, banks become an absolute necessity, for they supply that basis and medium of all commerce—money. And as cities grow the greater is the demand in them for banking facilities, and the greater the need of a reasonable number of these institutions that trade may neither be hampered for lack of such facilities, nor burdened with usurious rates of interest. The establishment of this addition to the banking enterprises of this growing city, during the year, was therefore the fulfillment of a commercial law and the projectors deserve every success. They keep five employees, besides themselves, and make a specialty of negotiating municipal bonds, stocks, real estate mortgages, commercial paper and high grade securities, and do a large business through Missouri, Kansas, Nebraska, Texas, Mexico and other States. Mr. Franklin B. Hough is a native of Illinois, and has resided in Kansas City since 1879. He was formerly in the manufacturing business, and is one of the most reliable, honorable and best all-around business man in the city. Messrs. Crawford and Conner have both resided in the city for a number of years, and are well-known and highly respected business men and citizens. They have \$100,000 capital in their business.

James & James.—Architects; 1211 Grand Avenue, Schutte Building.—The partners in this business are Messrs. J. King James and Arthur H. James, two enterprising brothers who opened this office for business in May, 1887, and have already firmly established themselves in this city and have their hands full of contracts for the coming summer's building operations. They have the contract for a building on Grand avenue, between Thirteenth and Fourteenth streets, which will have a frontage on Grand avenue of 250 feet and a depth of 115 feet, and which when completed will cost \$350,000; and in the spring they will erect a private hotel on West Tenth street, for C. G. Hopkins, Esq., which will have a frontage of 53 feet and a depth of 120 feet, and will cost, when completed, \$150,000. This building will be one of the finest and most ornamental in the city. They are also putting up a large business block on the best part of Main street, and others on Walnut street and elsewhere. Mr. J. King James came to Kansas City in May, 1887, direct from England, of which country he is a native. He is a fine artist as well as architect, and had a high reputation as a perspective draftsman in England, where he performed this kind of work for leading architects. Mr. Arthur H. James is a brother

of Mr. J. King James, and has been in America ten years, but came to Kansas City in 1886. While in England he was assistant to Mr. Pocock, the architect of Spurgeon's Tabernacle, and he prepared all the drawings for the new Carpenters' Hall, for which popular and wealthy association Mr. Pocock was architect. Mr. James was also for some time with H. H. Richardson, of Boston, Mass., the greatest architect that America has produced. Both of the Messrs James are men of culture and rare natural talents, as well as highly trained and experienced architects.

Richards & Conover Hardware Company,—Corner of Fifth and Wyandotte Streets.—It is universally conceded that the hardware trade occupies a



position second to none among our national mercantile pursuits, owing to its remarkable utility and the miscellaneous objects to which it is applicable, and the hardware trade of this city is one of great importance. It would be impossible in the limits of a work of this description to attempt an enumeration of the great variety of wares to be found in the several departments of this establishment, but it embraces among its extensive stock, notably, Fairbank's scales, McNeale & Urban safes, tin and stamped ware, wagon wood-work, barbed and plain fence wire, springs and axles for all varieties of vehicles, circular saws, a full and complete line of tinsmiths' stock, cutlery, iron, steel, nails, and in fact every article known to the hardware trade. It buys directly from manufacturers in this country, and imports such articles from Europe as are superior to American make, and thus keeps constantly on hand the best and most desirable goods to be found in this line. This mercantile industry was first established in Leavenworth, Kas., in 1857, and was re-es-

tablished in Kansas City, in 1875, since which time it has enjoyed a most satisfactory business, which is constantly increasing. The following named gentlemen compose the present firm, each of whom is well and favorably known in business circles: J. F. Richards, Jno. Conover, W. B. Richards and A. S. Ruhl. The elegant building occupied by this company is four stories in height, occupying a ground area of 75 x 115 feet, which is fitted up with all the requirements for successfully conducting such an extensive business; it has also large warehouses on Union avenue, West Kansas, with ample railroad connections, filled to overflowing with wares in this line. Possessing ample capital and a thorough knowledge of the business, this firm has obtained a most prominent position among representative business houses of this city, while its enterprise in establishing and maintaining here an industry of such vast and varied resources, makes the credit, reputation and confidence it has acquired justly merited.

Will. H. McCurdy's Real Estate Exchange.—15 West Ninth Street.—This business was established in 1879, by the enterprising Mr. McCurdy, who has done a highly satisfactory and prosperous business ever since he first opened his office. His trade is gradually increasing, in fact he has found it necessary to add (very recently) another office man to his clerical force, his business having increased forty per cent. since last July, though many have been dropping out of the real estate business, thinking the activity entirely out of the market forever. Mr. McCurdy gives his special attention to exchanging Kansas City property for farms, lands and stock ranches, merchandise and mortgage paper, and has by far the largest trade in the city or in the West in this line. He does not merely exchange unimproved outside or suburban property, but has continually on his books a choice list of the best business and residence inside rental property in the city, such as brick and stone blocks, flats, etc., to exchange for ranches, farms, etc. He also does a large commission business, buying and selling for his numerous customers and non-residents. His deals are principally in the best residence and business improved property to be found in the market. He has a very extensive trade that covers Missouri, Kansas, Iowa, Indiana and Illinois. He is extensively known, and his reputation for honorable and square dealing is so high that his large business is constantly on the rapid increase. Mr. McCurdy has been a resident of Kansas City since 1879, and for general information as to values of real estate, in and about the city, he is a walking encyclopædia, and is to-day one of the most affable, intelligent, energetic and straight forward men in Kansas City engaged in the real estate business.

The Great Western Sign and Plating Works.—609 Walnut Street.—Kansas City, always in the front rank in the line of improvement, has placed another plume in her cap by a step which gives her the largest and most complete sign and plating works west of New York, even surpassing the magnificent establishments of this kind in Chicago. The Great Western Sign and Plating Works are located in the brick structure at 609 Walnut street, where they have all the latest machinery and appliances for the manufacture of the finest brass and other signs; brass railings for banks and offices; all kinds of embossed and cut glass for residence doors, mantels, cabinets, side boards, vestibules, storm doors and railroad cars and offices; all kinds of unique and elaborate designs are made by this firm, and originality of design is one of the features of their business, they making it a rule to constantly add something new. They have just added to their very extensive establishment a gold, silver and nickel-plating department, with the latest and most approved apparatus for plating all kinds of old jewelry, table ware, etc., in the most substantial and durable manner. Of the fact that fortunes in Kansas City can be made in other lines than in speculation, the Great Western Sign and Plating Works is a striking example. Starting two years ago with a small shop and no business, their works, through demand and the highest class of work have constantly grown until now their signs and work are to be found in almost every bank and business house in the West, and their signs are also to be seen in all the towns and cities of the entire Western country. They employ only the best workmen, whom they bring from the East, and this coupled with their machinery, enables them to acquire greater speed and accuracy in executing their work, as well as insuring a class of work such as can nowhere else in the West be turned out. In the future Kansas City will remember this among the establishments to which she can point with pride, and say "Chicago can not equal it." This company has done

all the fine sign work that is so conspicuous in Kansas City. From this shop have come the signs of Chapin & Gore, E. L. Martin, W. W. Morgan, Fred. J. Pfeifer, Elgan & Owen, A. N. Sadler, F. G. Altman, W. B. Grimes, Burnham, Hanna, Munger & Co., the majority of the real estate offices and insurance offices. Truly this is a record of which to be proud.

J. F. Downing.—Real Estate and Loans; Room 6, Sheidley Building, Corner of Ninth and Main Streets.—This real estate enterprise was established in 1883 by Mr. J. F. Downing, and his trade has from the first been highly satisfactory, and he forecasts a lively real estate market for Kansas City in the spring. He gives his attention entirely to inside property, both business and residence, and leaves outside speculations to those who may wish to deal in that class of business. His property is mostly situated on the Southwest Boulevard, or lying adjacent thereto. He also buys and sells real estate paper, and this is a prominent and successful feature of his business. Mr. Downing is a man of excellent judgment, and his sound opinions on existing and prospective values of property have begotten great confidence in him with the outside public, so that he finds himself called upon to invest capital to a large amount for both local and Eastern parties; indeed, outside investors can not find better advice on the real estate market or get into better investments anywhere than through his office. Mr. Downing came to Kansas City from Illinois, and was formerly paying teller in the Armour Banking Co. of this city. He is a wide-awake, energetic business man, and stands high in commercial circles.

Clemons, Cloon & Co.—Produce Commission Merchants, Corner Fourth and Walnut Streets; C. C. Clemons; Geo. B. Cloon; Frank Ridgeway.—This leading and widely known produce commission house was established in 1870, by the enterprising and successful partners Messrs. Clemons and Cloon, and Mr. Ridgeway came into the firm in 1886. The stock of goods carried on by this firm is so large that their warerooms, occupying three floors of a building 30x125 feet, are insufficient, and they are forced to store large quantities in other warehouses. They employ fifteen hands in their warerooms constantly, and in egg season they increase them to thirty, while two capable travelers represent them on the road. This trade is without doubt larger than that of any other house in the same business in this city, and extends from the Atlantic to the Pacific. They constantly ship large quantities of butter and eggs, and sometimes apples and potatoes, to the East, while they bring in potatoes from Utah, Colorado and California, and sometimes from Iowa, Wisconsin, Michigan and Minnesota; the quantity of this product handled by them being enormous. They also handle great quantities of oranges, lemons, bananas, cranberries, etc., and make a specialty of dried fruits and honey, of which they handle unusually large quantities. They ship eggs East in car lots, and also to San Francisco; and some idea of the magnitude of their fruit business may be formed from the fact that they bring in on an average five car loads of oranges every week for three months at a stretch. Mr. Clemons is from Kentucky as also is Mr. Cloon, while Mr. Ridgeway is from Illinois. They are all business men of the first order and men of the highest stamp, and are well worthy of their splendid business and the enviable position which they occupy, both of which have been attained by their own industry and superior business abilities.

The Zahner & Battell Manufacturing Company.—W. E. Zahner, President; Geo. S. Battell, Secretary and Treasurer; 940 Main Street.—This old well known house manufactures galvanized iron cornices, metallic skylights, and all kinds of copper work, contracting for any and all work manufactured from sheet metal, and deals extensively in stoves and hardware. The business was established in 1872, by the energetic and enterprising Mr. W. E. Zahner, but in 1882 he associated Mr. Geo. S. Battell with him, and formed the firm of Zahner & Battell; then in 1886 they received their charter and became a corporate body with a capital stock of \$20,000, and the business assumed its present name. The company employ fifty hands, and their trade covering both Kansas and Missouri and other points, in addition to a splendid city business. Their store and warerooms occupy entirely two floors of a building 25x150 feet, and the rear part of two additional floors. Their retail department is under the supervision of C. W. Oder, an energetic and thoroughly practical member of the company. They carry a full

stock of goods in all lines appertaining to their trade, and among their specialties is the "Home Comfort" Steel Cooking Ranges—for hotel and family use—which is acknowledged to be the best range of this class made. In these the house has become celebrated, as the stoves and ranges are practically perfect, and they guarantee every one they sell. Mr. Zahner is an old resident of Kansas City, and Mr. Battell has been here for ten years. They are all active business men of the class known as workers, and are well deserving of the large public patronage they enjoy, for there is no more reliable house than theirs in the whole country.

G. V. Toms.—Real Estate and Exchange Broker; 113 West Eighth Street.—Mr. Toms has been in the real estate business in Kansas City about four months, but coming from Ottawa, Kas., he began with a large list of ranches and farms to dispose of. These have occupied his time so far, but he is turning his attention to city and suburban property, and will soon be chalking as many offers on his sidewalk black-boards as the best hustler among them. He makes a specialty of exchange, and looks toward a profitable loan business in the near future. Mr. Toms is one of those active determined men, who will stay with the city while it stays, and as a consequence more will be heard of him in the future.

Horace A. Keefer & Co.—Iron and Steel Commission Merchants and General Dealers in Steam Motor and Street Railway Supplies; Room 54, Sheildley Building, Corner of Ninth and Main Streets.—This important and prominent enterprise was established four years ago by the energetic head of the firm, and on November 1st, last, a branch office was established at Chicago. A concern of the magnitude and importance of Horace A. Keefer & Co., having headquarters at Kansas City, and a branch in Chicago, is significant. The trade of the house is very large and extends over all the Western and Southwestern States and Chicago and the Northwest. They make specialties of street railway and cable supplies, including passenger and freight cars, wheels, axles, rails, fish-plates and spikes, bolts, boiler-tubes, wrought-iron pipe, cast-iron pipe, etc., besides which they deal extensively in iron and steel plates for all purposes, plain and corrugated sheet iron and sheet steel, etc., and they give special attention to their steel rail department and the Hamilton-Corliss engine. This is unquestionably the largest and most important iron and steel enterprise in the West, and they have a peerless reputation for honorable dealing and faithful carrying out of contracts, Mr. Keefer himself, having the reputation of being one of the best business men in the country. Their Chicago office is at Room 130, Adams Express building.

George T. Webb Woodenware Company—Wooden and Willowware, Cordage, Twines, Paper, Paper Bags, Brooms, Brushes and Notions; 1325 and 1327 Union Avenue.—Among the enterprising industrial establishments of this city, special mention is due to the George T. Webb Woodenware Company, which had its inception in 1882, under the proprietorship of Mr. Geo. T. Webb. At the reorganization of the firm in 1882, the business assumed corporate form, with Messrs. Geo. T. Webb as President, and Chas. H. Leavy, Secretary, the latter being succeeded by the present incumbent, Mr. W. W. Bowling, April 1, 1887. The company does a wholesale business in wooden and willowware, cordage, twines, paper, paper bags, brooms, brushes, notions, grocers' sundries, tobacco, cigars, etc. The capital involved in the business amounts to \$100,000, and the trade extends through the States of Kansas, Missouri and Nebraska, and is steadily expanding into adjacent territory; amounting in volume to upwards of \$500,000 annually. There are twenty men in the employ, eight of whom are traveling salesmen representing the house in its trade territory. Mr. Webb, the presiding genius of this enterprising concern, is from Maryland, has been a resident of Kansas City for a number of years, and of the State of Missouri for twenty years. He was formerly engaged in similar business at St. Louis and Fort Scott. His long and valuable experience in this line eminently fits him for the conduct of this important enterprise. Mr. W. W. Bowling, the Secretary, is from St. Louis, and has had many years' experience in this line also; he is a business man of tact and energy in the discharge of the duties of his department of the affairs of the company. The premises now occupied are 50x120 feet in dimensions, four stories and basement, replete with a diversified stock of standard lines of goods and conveniently situated with reference to the receipt and shipment of goods, being in direct communication with railroad switches to all

lines radiating through their trade territory and the East. The business of this house has had a gratifying expansion since the commencement, and the outlook is decidedly encouraging for future development of trade. This house is the only one in the line in Kansas City and the largest West of St. Louis. Its phenomenal success is due to consummate care and skill in the management of its affairs, and the adoption of correct and honorable business methods on the part of the officers of the company.

J. T. Welden.—Undertaker, Funeral Director, Furnisher and Embalmer; 920 Walnut Street.—This business was established in 1869 under the firm name of Welden & Brickenridge, and changed to its present designation in 1872. Mr. J. T. Welden is an adept in his line and does a thriving business in undertaking, and as a funeral director he has not his superior in the city. A full and complete assortment of finishings is constantly kept on hand, as well as caskets of every description and sarcophagi; and embalming is done by this firm in the most approved methods of the art. Six competent assistants are employed, and a very large and possibly the largest business in these particular lines is done by this establishment of any similar concern in the city. The premises occupied for business purposes are eligibly located at 920 Walnut street, 25 x 108 feet in area with basement and every convenience for the conduct of the business, Mr. Welden having hearses, carriages and horses at his disposal in his establishment with every facility for the conduct of funerals. Mr. Welden is a native of the Empire State and removed to La Fayette, Ind., at an early age, where he remained until the outbreak of the civil war, when he enlisted the volunteer service, in which he remained until its close, and subsequently located this business here as already mentioned. He is a gentlemen of high business attainments and is well and favorably recognized in social as well as business circles of Kansas City.

W. Eugene Parker.—Real Estate Broker; Sixth and Delaware Streets.—Occupying a conspicuous position of prominence in the trade circles of Kansas City is Mr. W. Eugene Parker. His present successful business is the gratifying outcome of the enterprise which he first established in 1882. Mr. Parker is a member of the Real Estate and Stock Exchange and well known throughout this portion of the country as a shrewd financier and a man of sterling principles. He gives special attention to renting houses, collecting rents and paying taxes. He deals largely in inside property, and recently purchased a strip of land near Independence for \$100,000. His sales in the city have been very heavy, and the result has always proven peculiarly satisfactory. Mr. Parker is a native of Maine. He has been a resident of Kansas City five years, and was formerly in the gents' furnishing business in Boston.

Weis & Ridge.—Hardware, Stoves and Tinware, Cutlery and Tools, Galvanized Iron Cornices, Roofing, Etc.; 1116 Main Street; Cornice Works, 1120 and 1122 Main Street.—This flourishing industry was established thirteen years ago, but three years ago Mr. Henry Weis associated Mr. T. S. Ridge with him in the business, the firm assuming its present style. This being an old house, and having always dealt in the very best classes of goods and conducted its business upon the most honorable and business-like principles, its trade is unusually large and extends over the States of Missouri, Kansas, Texas and New Mexico, while from forty to fifty skilled mechanics and eight salesmen are employed in their establishment and store. They occupy a four-story building of 25 feet frontage and 116 feet in depth, and carry constantly a full and complete stock of all kinds of goods in their line; their hardware, stoves and tinware being worthy of special mention. They are sole agents in Kansas City for the "Acorn" Stoves and Ranges, which combine such special excellence that they guarantee every one of them to give perfect satisfaction. This firm are also agents for the sale of Fuller and Warren Hot Air Furnaces. Mr. Weis has been a resident of Kansas City for a number of years, and is one of the most experienced and reliable stove and hardware men in the city, besides being a gentleman of superior business attainments. Mr. Ridge is a native of Kansas City; at present he is interested in the real estate business, in which he has been remarkably successful. He is also an enterprising business man, who through business sagacity and foresight has amassed a considerable fortune in the latter enterprise. Besides the store and salesroom, on Main street, this firm utilize

a plant, located at 1120 and 1122 Holmes street, 48 x 100 feet in area, completely equipped with every essential modern machine and appliance for the execution of fine copper and galvanized work. The force of mechanics already referred to are selected from the most skilled artisans, Mr. W. C. Hare having supervision of this department, a gentlemen of superior practical experience in this line. The following important galvanized and copper work has been executed by this firm for prominent buildings: The Coates House and Churchill Block, Eighth street and Tracy avenue, being the most notable of these; the Javis residence and C. F. More residence, Hyde Park; Sturdivant Block, Eighth and Brooklynn streets; Beals residence, Independence avenue; Beals' Block, Ninth and Wyandotte streets; Warder Grand Opera House, New England Building, Gibraltar Building, Club House, Bayard Block and others bear evidence of the consummate skill of this firm. Mr. Wm. Thorinbound is the efficient manager of the hardware department, and John A. Bryant is the cashier and confidential clerk of this firm.

St James Hotel.—J. H. Hewes, Proprietor; Louis Lukes, Manager; Corner of Missouri Avenue and Walnut Street.—This old established hotel has long been well and favorably known to the traveling public as one of the most completely equipped, comfortable and in every way attractive hotels in the country. It was opened some twenty-five years ago, and passed through several hands, and was run for a number of years by Mr. C. L. Anderson, a well known capitalist, and finally, in 1886, passed into the hands of Mr. J. H. Hewes as proprietor, since which time it has commended itself to public favor by the thorough and efficient methods upon which it is managed, the superior character of its accommodations, and the unsurpassed perfection of its appointments. The house is eligibly located at the corner of Missouri avenue and Walnut street, and contains 135 handsomely furnished, well ventilated and well lighted rooms, as well as twenty bath rooms and all the necessary parlors, offices, etc. The appointments of the house include the most improved elevators, illumination by electric light and gas, and all the latest conveniences and adjuncts belonging to a first-class, modern hotel. A force of 125 trained employes give attention to the wants and requirements of the guests, while the menu constantly contains a varied and judicious selection from the best articles to be found in the market, and the cuisine is not surpassed by any hotel in the country. The practical management of the business of the hotel is in the hands of Mr. Louis Lukes, thoroughly experienced in this department, and to whose care and attention, supplementing the endeavors of the proprietor, is largely due the great and steadily increasing popularity of the house, while Mr. F. J. Crank and Mr. C. W. Whittaker, the clerks, are deservedly popular with the traveling public. In all its details the house is strictly first-class, and its customers include prominent people from all parts of the country, leading business men from the East, cattle kings from the West and commercial men from all points, and the house is kept full at all times as a consequence of the deserved reputation it holds for the superiority of its attractions.

John D. Seitz & Co.—Real Estate, Loans and Investments; Room 9, Sheidley Building; Corner of Ninth and Main Streets.—This successful business was established in March, 1886, by the brothers John D. Seitz and Benj. A. Seitz, and from the first their trade has been excellent, and they predict a splendid spring business in real estate. The property handled by them at present lies mostly in the southwest part of the city. They handled half of the Sheidley Park, situated between Broadway and Baltimore avenues, and Twenty-fifth and Twenty-seventh streets, and which is one of the finest pieces of property in the city. They also controlled Seitz Subdivision, a handsome tract of nine acres lying between Troost and Tracey avenues, and Twentieth and Twenty-first streets. This property is all sold, and some of it resold at handsome profits over first cost. They are at present handling Lincoln Park, a beautiful tract of seventy-five lots, each twenty-five feet front, lying between Twenty-seventh and Twenty-ninth streets and Dripps and Summit streets, and which is reached by the Southwest boulevard and the new Summit avenue road. This property will go on the market in the spring, and will sell off rapidly, as all the property managed by these gentlemen does. They also handle farm and acre property, lying principally between Kansas City and Argentine, and they do a large commission business for their numerous customers in the city, the adjacent States and the East. They are both admirable business men, and stand high in commercial circles.

S. E. Chamberlain.—Architect; Rooms 26 and 27, Long's Building.—Mr. Chamberlain has been using his pencil for the benefit of Kansas City for nine years. He is an adept in the profession and many beautiful dwellings in the city owe their architectural beauty to his tasteful designing. Mr. Chamberlain hails from the northern part of Ohio, having left there some time before the war. He established himself in Chicago at the outset, and from that center did most of his work outside of the city. He has executed contracts all the way from Vermont to Texas and Oregon, and the high efficiency of his work has gained for him an enviable reputation in this line, all through the country where his engagements called him. He is a natural architect, and thoroughly educated and experienced, and those entrusting their building interests to him will be gratified with the results. The consummate skill displayed, and the conscientious methods employed in the execution of his work, have no parallel in this section of the country.

The Central Bank of Kansas City.—J. W. Trueworthy, President; Thomas S. Ridge, Vice-President; J. M. Hamilton, Cashier; Central Bank Building; Corner of Tenth and Main Streets.—One



of the most prominent of the recent additions to the banking facilities of Kansas City was made in the incorporation on February 1st, 1887, of the Central Bank of Kansas City, and from that time to the present it has done an active and prosperous business in all departments of legitimate banking, including the loaning of money on good security, discounting approved commercial paper, issuing of exchange on all the principal European cities, dealing in government, State, municipal and railroad bonds, local securities, United States land warrants and tax bills. At the time of its last statement made October 1st, 1887, the bank had resources amounting to \$219,351.93, at that time having a paid up capital of \$50,000, and a surplus of \$3,647.20. Its deposits subject to check then amounted to \$127,621.36, and its time deposits to \$3,910. Since October the capital of the bank has been increased to \$100,000, further facilitating the business of the bank. It occupies the first floor of the four-story Central Bank Building, at the corner of Tenth and Main streets, and has a full clerical force employed. The officers and directors of the bank are all well known and prominent business men of this city, Mr. J. W. Trueworthy, the President, being a leading capitalist, and Mr. Thomas S. Ridge, the Vice-President, being of the well known hardware firm of Wise & Ridge. The other members of the Board are Messrs. B. Miller, furniture; W. J. Scott, capitalist; R. H. Hamilton, attorney-at-law; L. E. Erwin, of the Erwin & Eaton Crockery Co.; C. T. Collins, attorney-at-law; Theo. Stagner, of the Stagner Investment Co., and P. C. Cowling, H. Gross, Conrad Stumpf, E. E. McMeacham, W. E. Ridge and J. M. Hamilton, Cashier of the bank. Mr. Hamilton is a banker of long and practical experience, who brings to the performance of his duties a thorough knowledge of all the details of banking, and contributes in an important measure to the efficiency of the bank, which is justly regarded as one of the most substantial and promising of the financial institutions of the city.

The Argentine Real Estate, Investment and Loan Company.—Rooms 13 and 14, Wales Building, Northwest Corner of Sixth and Delaware Streets.—This association was organized and established in June, 1887, and was then incorporated with a capital stock of \$500,000. The trade is principally located in Missouri and Kansas, and its business thus far has been perfectly satisfactory, with a constant increase in volume. Its specialties are the purchase and sale of real estate, negotiating loans on safe and favorable terms, and the company is prepared to make large investments in real property. They have seven efficient

assistants employed, and transact every description of business pertaining to a first-class real estate and loan agency. Mr. Geo. Sheidley, President, formerly lived in Ohio, but has been a resident of Kansas City for many years, and is at present the owner of large real estate interests, being engaged in many prominent enterprises here, among which is the Kansas City Radiator and Iron Foundry Co. Mr. N. McAlpine, Vice-President, has been a resident of Wyandotte, Kas., for fifteen years, engaged in many prominent enterprises, and is Treasurer of the Kansas City Radiator and Iron Foundry Co. Mr. W. L. Powell is a native of Illinois, but has been a resident of Kansas City three years, is connected with the firm of Osborn & Powell, real estate dealers, and holds stock in the Radiator and Iron Foundry here. Mr. W. J. Anderson, Treasurer, has been a resident of this city for many years, and is at present Cashier of the Bank of Kansas City. The lands of the company are located at Argentine, and comprise 300 acres, contiguous to the tracks of the Atchison, Topeka & Santa Fe and Southern Kansas railways, and are desirable for manufacturing, residence and business purposes.

T. Lee Adams.—Wholesale Fruit and Garden Seeds; 419 Walnut Street, East Side Market Square.—Prominent among the farm and garden industries of Kansas City, one deserving special mention is that conducted by Mr. T. Lee Adams, who founded the enterprise some six years ago. During Mr. Adams' residence in Kansas City, a period of thirteen years, he has been continuously engaged in this business, formerly in the employ of Trumbull, Reynolds & Allen who carried on a similar business in the present location upwards of ten years, and are now located in the West bottoms. Mr. Adams is agent for D. Landreth & Sons' Garden Seeds. He also deals in oats, hay, corn and feed, and handles farm and spring wagons and buggies, also agricultural implements. This house employs no traveling men, but does a considerable business through mail orders, all through Missouri, Kansas and Nebraska, with a constantly increasing volume of trade. Mr. Adams is from Warren County, Ohio, the garden spot of the old western reservation, and now one of the finest agricultural regions of the great State of Ohio. His field of operation is now the fertile plains of Kansas and Missouri, fruitful hills and vales where within the next decade a million hardy husbandmen will reap the bountiful reward of their toil from many a golden harvest field, and rich ripe fruits from over-burdened orchards.

Buford & George Implement Company.—Agricultural Implements, Farm and Spring Wagons, etc.; 1310, 1312 and 1314 West Thirteenth Street.—This industry had its origin in 1878, through the instrumentality of the Rock Island Plow Co., of Rock Island, Ill., and the Farmers' Friend Manufacturing Co., of Dayton, O., whose product was at first handled by the firm of B. D. Buford & Co., of this city. The latter firm was reorganized and duly incorporated in 1883, under the present corporate designation, with a capital of \$100,000: Messrs. Edward George, President; G. A. Marlay, Vice-President; and H. B. Duke, Secretary. The important feature of the business consists in the handling of the products of the two above-named companies, which have obtained a wide celebrity all through this and tributary territory, as also a general line of farm implements and machinery of other first-class manufacturers. The trade of this house has had a rapid growth, and now covers the States of Missouri, Kansas, Indian Territory, Colorado, Texas, and New Mexico, with a steadily increasing volume of business. Their warehouse facilities are ample, having a four-story and basement building, 50x150 feet in dimensions, at their disposition, with platform and switch approaches, covering an area of 33x120 feet surface. Mr. E. George has been a resident of Kansas City five years. He is a native of Missouri, a gentleman of rare business qualifications and practical experience. Mr. H. B. Duke, has been a resident upwards of seven years, and hails from St. Louis, Mo. He has been in the implement business for a number of years, and is especially adapted to the conduct of the affairs of the company. Mr. J. A. Marlay is a resident of Dayton, O., and Vice-President of the Farmers' Friend Manufacturing Company of that city. There are sixteen men in the employ of the company, four of whom take care of the interests of the company in their trade territory. The monthly pay roll aggregates upwards of \$1,500, and the substantial trade of one-half million dollars is secured annually, and constantly increasing in volume under the careful and judicious direction of these practical and sagacious business men.

George R. Barse & Co.—Live Stock Commission Merchants; Room 27, First Floor, Stock Exchange Building.—Second to none among the live stock commission houses in the Stock Exchange, is that of George R. Barse & Co., established by the senior member of the firm in 1871. This establishment is one of the largest in its line in the city, having an ample and competent force of employees, and abundant facilities for the care and handling of the stock consignments of the house. Its patronage, outside of the city, covers the States of Missouri, Kansas, Nebraska, Colorado, New Mexico, Indian Territory and Texas. The annual trade of the house amounts to \$3,000,000, and consists wholly of commission business; a large portion of which is done through correspondence, the company solicitors being stationed at definite points in grazing regions of the South and Southwest. The house also guarantees personal attention to all business entrusted to its care, and upon request, furnishes means to assist in marketing stock. Mr. George R. Barse has resided in Kansas City eighteen years. He is a native of Michigan, having enlisted in the Fifth Michigan Cavalry and served three years in the Union Army; during which time he was promoted from the rank of private to that of captain, captured and confined in Libby prison 14 months, escaping four times and successively recaptured, the last time reaching the Union lines in safety. Being discharged from the service, he engaged for a season in the grain forwarding industry in Illinois, removing thence to this city. Besides attending to his business in the house, he is also Vice-President of the Beals Land and Cattle Co. and director and stockholder in the Union National Bank of Kansas City, and interested in many other public enterprises. The supervision of the office business is entrusted to the care of Mr. J. H. Waite, a native of the old Green Mountain State, who removed West in 1854, served in the Seventeenth Illinois Cavalry, and was promoted to a captaincy in 1863. Upon returning home, he soon afterward came farther West, and in 1875 entered the domain of the Kansas City Stock Yards Co. as shipping master, resigning that position to accept the place in the present house in 1882. The house has become one of the most prominent features of the Stock Exchange, and the business principles upon which it is founded will continue to win for it prosperity and success.

George W. Burden.—Real Estate, Stock and Loan Broker; Room 411 Alamo Building, Corner of Seventh and Delaware Streets.—This enterprise was established in July, 1887, by the present proprietor, and is now doing a perfectly satisfactory business, financially and otherwise. Its deals are principally in city and addition residence and business properties, although it does considerable business in the purchase, sale and exchange of farming realties throughout Missouri and Kansas. It is prepared to make loans of any reasonable amount on mortgage or gilt-edge personal security, for an extended time, with lowest possible rates of interest; it also handles bonds, and bank stock, of which it makes a specialty, for which it is endowed with peculiar facilities. Among its various real estate appointments is the sale agency of Rowel's addition; whilst in its loan business it has special arrangements for investments on Argentine vacant property or for building purposes. Mr. Burden is a native of Missouri, and has been a resident of Kansas City six years, during which time he has been largely employed in the mercantile industry here. By his straightforward and prompt manner of transacting all business entrusted to his care, to which he gives his individual attention, Mr. Burden has won for himself an enviable reputation in business circles.

Associated Tailors.—565 Walnut Street.—This house was opened in 1885, by J. A. Kitzinger and Frank Seidel, who are both young, energetic and practical business men, who are thoroughly experienced in their business, and who have secured a good trade in the city by their business push, and in the country through traveling men. Their place of business is situated near the leading hotels and the business part of the city, and they have already become widely and favorably known as ambitious and honorable men, and their house is deservedly popular and well worthy of the high reputation it is fast gaining. They make a specialty of gentlemen's fine garments. Mr. Seidel, a member of this firm, is about to make a trip to Europe, with a view to obtaining high grade suitings from the best foreign looms. Mr. Seidel is an expert in this line, and his associate is equally efficient in other departments of this artistic industry.

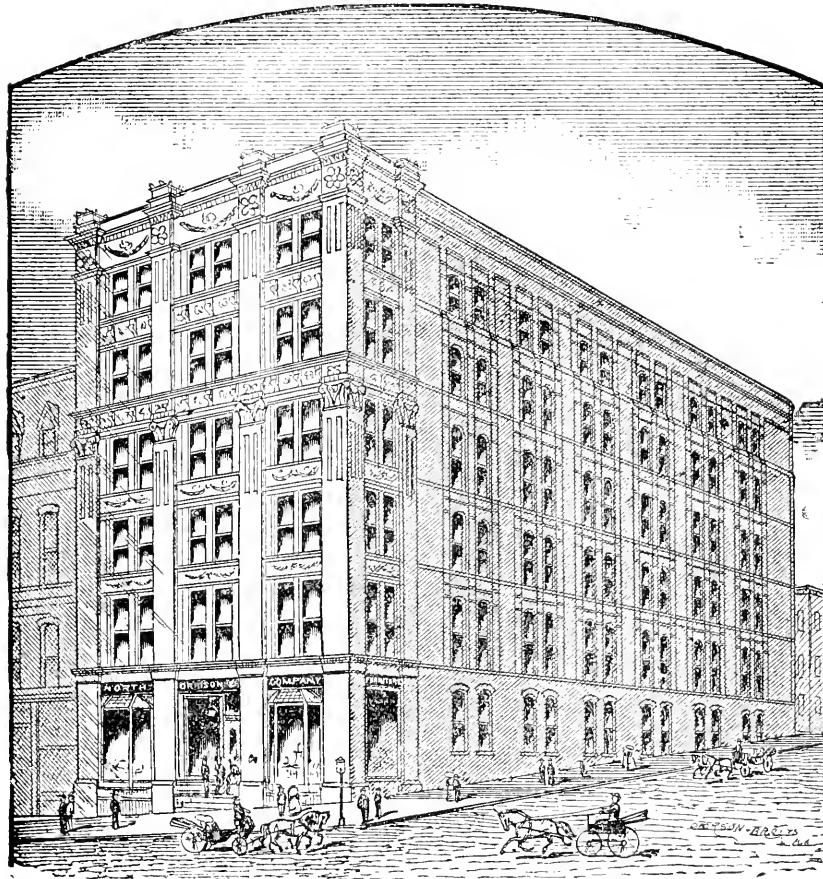
L. B. Austin.—The People's Grocery; 20 East Fourth Street.—This well known and very popular business was established in 1879, by the present enterprising and successful owner, Mr. L. B. Austin. He very aptly named it the People's Grocery, for he sells at the lowest prices continually, and this he is able to do because of his admirable system of buying. He has the cash to buy largely at any time, and watches the market closely for opportunities to buy cheap, and when such a chance presents itself he purchases heavily, not unfrequently laying in a year's supply of a certain line of goods when he can get them at low prices. He is thus easily able to undersell the trade and yet make good profits. He uses on an average five cars of flour and three of sugar every month, while at times upward of forty caddies of tea are sold in the same time. He makes a specialty of buying large lots of goods and making a drive sale on the market. The People's Grocery gives employment to fifteen hands, and three wagons are kept busy delivering goods all over the city. The trade of the house is with grocers and families in the city, and goods are sent to Independence, Westport, Olathe, Argentine, and into Clay and Platte counties, and other surrounding places. Sometimes orders come to the house from Colorado, New Mexico and Texas. The business of the People's Grocery occupies four floors of a building 25x100 feet. Mr. Austin does not employ any travelers, finding that business will come in if goods are sold at the right prices, and the public are kept well posted on these by judicious advertising. He came to this city from Louisville, where he was engaged in the grocery business. He is a carpenter by trade, and once ran upon the Ohio, Tennessee and Cumberland rivers, but is to-day one of Kansas City's most successful business men.

A. D. Chappell.—Real Estate and Loan Broker; 704 Delaware Street.—Established in the spring of 1887, this enterprise has met with unusual success. Mr. Chappell's transactions in real estate alone amount to upwards of four hundred thousand dollars since the inception of his business. His transactions in this line are mainly within the States of Missouri and Kansas. One sale of realty at Brighton Hill addition to the city involved the sum of \$90,000, and other large sales have been effected from time to time of valuable tracts of land. He is also prepared to negotiate loans of money in sums to suit the borrower upon acceptable security, at reasonable interest rates. Mr. Chappell has been a resident of Kansas City four years. He is a Tennessean by birth and education. Prior to engaging in his present enterprise he was connected with the oil business at St. Louis, Mo., and Kansas City; in the latter place with the firm of Speer, Jones & Co., who sold out their business here in 1887, when he embarked in this new departure. His success in this undertaking is due to care and consummate skill in the conduct of his affairs, and the exercise of honorable business methods in all his dealings. Three competent clerks are in the employ of Mr. Chappell.

J. S. Abercrombie.—Storage for Merchandise and Household Goods; 12 and 14 East Third Street.—Mr. Abercrombie opened up these storage rooms December 1st, 1887, and makes a specialty of storing general merchandise and household goods, with special rates to shippers, which should induce them to favor his store-rooms with consignments. His rooms are good and clean, and he occupies three stories and the basement of a brick building, 50x125 feet, fitted up with elevator, and every convenience for the safe and expeditious handling of goods. Mr. Abercrombie came from Topeka, Kas., where he was connected with the Topeka Storage Company, so that he is thoroughly experienced in his business, and reliable in his methods. This is the only exclusive storage house in the city.

Schilling & Fuller.—Wholesale Dealers in Grain, Hay, Feed and Coal; 1213 Mulberry Street.—To be prominent in a community like this implies more than is usually attached to the expression. The house of Schilling & Fuller, though known under the present style of firm name but a few years, dates its original foundation back to 1856, when C. H. Schilling first came to Kansas. Mr. Schilling is a native of England. Upon his arrival in America, he remained in New York for some time, and from thence he came to the Far West where, both in Kansas and Missouri, he was engaged as a dealer in coal, grain, etc., many years prior to his final removal to Kansas City. Mr. J. W. Fuller, a long resident of Kansas City, became associated with Mr. Schilling in 1886, and is a business man of tact and energy. He was at one time Sheriff of Edwards County, Kansas. The

firm occupy a two-story building, 40x125 feet in dimensions and thoroughly equipped throughout. Their trade covers Missouri, Kansas and Nebraska, and amounts to \$150,000 annually. They have a capacity for handling five car loads daily, and thirteen men are employed by the firm. Kansas City has profited not a little from the enterprise and liberality of this firm, and her citizens justly esteem and commend it. They can proudly point to their record as a recommendation, and cite their many patrons as their most satisfactory reference.



North Orrison & Company.—Furniture, Carpets, Curtain Goods, etc.; Northeast Corner of Sixth and Main Streets.—The rapidly increasing population of the great West, and especially that portion of this vast and fertile region that is tributary to our young metropolis has been attracted by its manifold advantages for sustaining such increase. This city is therefore selected for residence by the tens of thousands of intelligent and enterprising classes from the somewhat over-crowded East, who know the value, and appreciate the importance of elegance and comfort in the domestic economy. To these, Kansas City affords the very best facilities, even unto the most fastidious. The furniture industry is not wanting in this respect. High art in this line has its representatives here. In this connection special mention is due to the grand enterprise so well and favorably known under the firm name of North Orrison & Co., who by dint of care and consummate skill,

supplemented by long experience, ample means and business sagacity, have built up a colossal local trade in fine artistic furniture, carpets and curtain goods, both domestic and imported, unique articles of home adornment, bric-a-brac, etc., in assortment and elegance of style, too numerous to describe in a limited space, but by reference to a most complete illustrated catalogue published by the house, every article is faithfully represented and described, so that the would-be purchaser, has only to call at their premises to verify his impressions by a careful inspection of the display of fine and costly goods, wares and fabrics there seen. A brief survey of this establishment and its accessories will give a faint idea of its magnitude and importance to the reader. The buildings, two in number, are respectively six and four stories in height with basements. The main building fronting on Main street 48 feet and back to an annex 140 feet, is completely stocked from cellar to roof. The other building or annex is of the same dimensions but only four stories high, fronting on Walnut street, Nos. 556 and 558, and is utilized for storage purposes of surplus stock, and setting up furniture, etc. The main structure is in the highest style of architecture, replete with every modern convenience in the way of elevators, electric lights and plate glass fronts, and ornate with tasteful displays of fine goods. The office appointments are commensurate with this display. Sixty efficient salesman, clerks and assistants are in the employ. A more complete and satisfactory system for exhibiting goods, attending to the wants of customers and expediting business, does not prevail in any other similar establishment in the country, and be it said to the credit and honor of this enterprising house, that it is not excelled in the line anywhere in the United States. The gentlemen of this firm stand high in social as well as commercial circles of the Gate City.

Crittenden & Williams.—Bankers and Brokers, Real Estate and Loans; Office, 702 Delaware Street.—This enterprise was established for business in May, 1887, by Messrs. Huston Crittenden and John F. Williams, Jr., gentlemen who are thoroughly conversant with every detail of the interests of Kansas City. Mr. Crittenden hails from Kentucky and has resided in this city about three years. He was formerly deputy clerk of the Kansas City Court of Appeals. Mr. Williams has been a resident since the spring of 1887, soon after his arrival embarking into the present enterprise with Mr. Crittenden. They are both young and enterprising business men—well and favorably recognized in business circles of this city. The real estate of which they control the sale consists of some of the most eligibly located and desirable residence and business property in the city and vicinity. They also own in fee considerable valuable property within the city limits. Their transactions in real estate are mostly local, and among the recent sales effected may be mentioned that of Hunter Place, located on South Holmes street, \$50,000; sales of property on Nineteenth street, \$25,000; several lots on Troost street for \$10,000 and \$15,000 each, and other city property ranging in price from \$2,000 to \$50,000, thus indicating their adaptability for the efficient conduct of this business. The success of this young firm is due to consummate skill and commendable business tact in the conduct of their affairs. They also do a considerable business in banking, brokerage and loans, for which this firm possess superior facilities.

J. A. Bachman & Brother.—Wholesale Tobacconists and Dealers in Foreign and Domestic Wines; 541 Delaware Street.—The prime object of this volume is to record the history of successful houses, and in pursuit of that object attention is called to the above well and honorably known firm of J. A. Bachman & Bro., who have attained an enviable position in the business circles of the city by their upright, fair dealing, in the purest quality of goods, and at prices low as the lowest. The house of J. A. Bachman & Bro. was established in 1864, and is the pioneer enterprise of the kind in Kansas City. They employ eight men, make a specialty of the choicest cigars, tobacco and wines, and their trade territory embraces the States of Missouri, Kansas, Nebraska, Colorado, New Mexico, Arizona Territory, and Indian Territory. Their store is a perfect model of system and completeness, 23x70 feet in dimensions, six stories high, and every floor stocked with goods. Messrs. J. A. Bachman and J. G. Bachman are natives of Switzerland. They came to America in 1852, and first settled in Louisville, where they clerked until coming to Kansas City, in 1857. Both are gentlemen of sterling principles and perseverance. J. A. Bachman was at one time a director of the First National Bank.

Norcross Brothers.—Stock and Plain Brick Manufacturers; Corner of Second Street and Broadway.—Brickmaking is one of the industries that has been a principal factor in making Kansas City what it is to-day, and employs more labor and a greater amount of capital than any other enterprise within its limits. When it is remembered that every brick contained in the walls of residences, manufacturers, business houses and public buildings was manufactured within the city, a faint idea may be had of the extent of this industry, to say nothing of the millions of this production that is annually exported. The manufacturing industry of Norcross Brothers, located at Broadway and Second streets, with Mr. C. D. Armstrong as manager, was established August 1st, 1887, and it now gives employment to forty-seven men, with an average weekly pay roll of \$800, and enjoys an output of 40,000 brick per day. Its trade is principally in the city, but it also does a large business in the sale of its products to surrounding cities and towns. The yard upon which the plant is located contains one and one-half acres, and is thoroughly equipped with all modern machinery for an extensive manufacture, together with all necessary buildings for storing the products. There is no more reliable firm in the country than that referred to, the individual members being gentlemen of high moral character, strict integrity, and withal possessed of large means with which to conduct their business. Mr. C. D. Armstrong, manager, is a native of Illinois, has been engaged with this company two years, and has been a resident of this city since the organization of the present enterprise. He is a man of energy and well-known integrity, whose promptness and reliability will secure for the firm the patronage of many who do business in this line.

Charles B. Norris & Co.—Headquarters for the Sale and Exchange of Kansas City Property, Farms and Merchandise; 800 Delaware Street, Room No. 4.—The judicious and careful handling of real estate, both in buying, selling and exchanging, requires sound judgment and business tact, those thus engaged being entrusted with a line of business which exceeds in magnitude any other single class of business in Kansas City. The present enterprise was established in March, 1887, and has been favored with success, financially and otherwise, while its business is constantly increasing. This firm give their individual and undivided attention to all the varied details of real estate transactions, and are, therefore, enabled to conduct their affairs expeditiously and satisfactorily. They deal largely in addition and city property, as also farming realties throughout Missouri and Kansas, buying, selling and exchanging all manner of real estate. They make a specialty of placing loans, of unlimited amounts, on first-class real or personal securities, particularly on city and farm properties. Among their recent transactions is the exchange of 640 acres of farming land with stock, for a block of buildings on Brooklyn avenue, this city, amounting in value to \$90,000; also, other large exchange sales, ranging from \$30,000 to \$100,000. They have every facility for large and small investments, and embrace every reliable opportunity with avidity. Mr. Charles B. Norris, senior member of the firm, is a native of Kentucky, and was raised in Missouri, where he followed the occupation of farmer for a number of years. He has been a resident of Kansas City eighteen months, and has gained for himself an enviable reputation in business circles here.

Brown Brothers.—Pheasant Cigar Factory, Detroit, Mich.; James W. Kirk, Manager of Kansas City Branch; 314 West Sixth Street.—This house, which holds a prominent place among the leading cigar manufacturing concerns in the country, was established five years ago at Detroit, Mich., where it has since built up a large and steadily growing trade as a consequence of the superior character of its product, its brands being known through the country as unsurpassed in quality, and prime favorites with consumers. Among the leading brands produced at the factory are the "Pheasant," "Three Emperors," "Supreme Seal," "Spanish Pink," "C. O. D.," "Extra Edition," "Side Issue," "Capitola," "Cigarros," "Detroit," "The Detroit Free Press," "Sweet William," "Pee Wee," "Return Trip Tickets," "Happy Thought," "Royal Tips," "Great Two for 5 Cents," "Great Five for 10 Cents," etc. The superior quality of these goods have caused their popularity to extend over a greatly expanded territory, and in October last, in order to accommodate the largely increasing demand for these goods throughout the entire West, a branch house was established in this city, and placed under the efficient supervision of Mr. James W. Kirk, who had been for four years engaged with the Detroit

house, and who, since coming here, has already built up a large and prosperous trade in Dakota, Missouri, Nebraska, Kansas, Colorado, Arkansas and Iowa, in which four traveling salesmen represent the house, and to this territory Texas, New Mexico, Wyoming, Montana and Utah, will be added in the spring, and visited by the representatives of the house. The stock carried at this branch embraces about one-half million cigars on an average, and the popularity of the cigars may be inferred from the fact that in the first six weeks after the opening of this branch, \$9,000 worth was sold. Mr. Kirk is a thoroughly practical and experienced man in this business, to which he devotes his entire attention with the result that the business of the branch is rapidly increasing. Since the business was established in Detroit, it has increased every month from 50 to 75 per cent. over the preceding year. The firm imports direct, and buys domestic tobacco direct from the growers, and sells to the retail trade exclusively. They will occupy their new factory, which is complete in every respect, and with facilities equaling those of any factory in the country, about May 1st, 1888.

B. H. Brooks. Architect; Room 30, Beals Building, Northwest Corner of Ninth and Wyandotte Streets. For seventeen years Mr. Brooks was actively engaged in the practice of his profession in Boston, Mass., but came to Kansas City and entered into business here in 1885. Much of the architectural improvement in the city in the last two years is the result of his skill and artistic taste, and no gentleman of his profession can show better proofs of the high class of his work than Mr. Brooks. Among the buildings erected here upon his designs and under his direction, may be mentioned the magnificent residence of Mr. D. T. Beals, on Independence avenue, the Beals Building, northwest corner of Ninth and Wyandotte streets, the residence of Bishop Hendrix, Emmanuel Baptist Church on Woodland avenue, and others. These are only a few buildings designed and superintended by him; but to enumerate all the fine structures which owe their beauty and utility to his knowledge and skill, would tax beyond reasonable limit the space of this volume. It is sufficient to say that a large number of the finest business and residence structures of the city are of his designing, and owe their convenience and taste to the happy combination of the practical with the artistic, which is characteristic of all his work. Although doing a most gratifying city business, his transactions are not confined to this locality, but extend throughout Missouri and Kansas. He is now preparing plans and estimates of several important structures which represent a very large outlay of money to be spent in adding new architectural triumphs to his well-earned reputation. Mr. Brooks is a native of Boston, Mass., studied architecture for a number of years with a prominent architect of that city, graduated at the Boston High School, and has been a resident of Kansas City since 1885.

C. H. Brown & Co. Real Estate Agents; Room 37, Water Works Building. This well known firm was established in 1886, and has, by virtue of the honorable and intelligent efforts put forth by the members, already assumed a prominent and lasting place in the highest commercial circles of Kansas City. Mr. C. H. Brown is a native of New York, but has been a resident here for three years. He was previously engaged as a dealer in hardware, in which business his present partner, Mr. E. N. Burr, was associated. These gentlemen make a specialty of inside property, and also deal extensively in farm and town property at Randolph, Mo. They are enterprising business men, interested in everything that pertains to the progress and development of their adopted city.

Henry Albers. Wholesale Flour; 306 Delaware Street.—This enterprise was founded in August, 1886, by Mr. Henry Albers, who hails from the State of Illinois, where he was engaged in the milling business for upwards of twenty years, at Warsaw. A capital of \$20,000 is invested in this business, and an annual trade of upward of \$250,000 is done, mostly local, but extending to adjacent country districts, the volume of trade steadily increasing. Mr. Albers has nine men employed, and of these are experienced traveling salesman, who represents the house in its trade territory. The specialties handled are the following superior brands: "Pillsbury's Best," "Superlative," "White Loaf," and Crosby's "AAA," all hard wheat baker's flour, for which Mr. Albers is sole agent. He is also agent for the Topeka Mill and Elevator Co., Inter-Ocean Mills, of Topeka, Kas., and Wamego

Mill and Elevator Co., Wamego, Kas. The following brands of flour constitute part of the stock in trade, besides those already mentioned: "Queen of the Pantry," "Jack Frost," "Leiter Patent," "Smoky Hill Patent," "A 1," "Bonanza," "Hackney," "Buffalo," "Royal King," "Magnolia," and "Rose Bud." The success attending Mr. Alber's business venture in this line has met with merited results by reason of care and skill in the direction of his affairs, and the honorable methods adopted in securing trade. He is well known and highly esteemed in commercial circles of this city, and his continued success is a foregone conclusion.

The Eagle Manufacturing Company.—Manufacturers of Agricultural Implements, and Forwarders of Carriages, Buggies, Phaetons, Surreys, etc.; Branch Houses: Kansas City, Mo.; Council Bluffs, Ia.; Dallas, Tex.; Little Rock, Ark.; Office and Depot Warehouse, Tenth and Hickory Streets; Factory, Davenport, Ia.—

This great western industry was founded in 1866 at Davenport, Ia., and duly incorporated under the State law with a capital of \$250,000, of which \$150,000 is paid up. The available means of this company is upwards of one half million dollars if they desired to draw on their outside resources. The officers of the company are Messrs. E. P. Lynch, President, G. H. French, Secretary, and T. O. Swiney, Treasurer. S. B. Stokely is resident manager of the Kansas City house. An annual business is done of upwards of \$500,000, embracing the trade territory of all the States and Territories west of the Mississippi river. There are seven men in the employ at this point, four of whom take care of the interests of the house in its trade territory. The branch

depot was established here in 1880, its object being to facilitate the rapidly expanding business of the factory, created by the great demand for its product, Kansas City affording unusual advantages as a distributing center for the great Southwest. The premises occupied for business purposes here, consist of a substantial five-story and basement brick building 60x100 feet in dimensions, completely equipped with every modern appliance and convenience for safe and expeditious receipt and shipment of goods, switch tracks, 96 feet in length, being conveniently located and connecting with every railroad running to and from this city. The depot handles the regular product of the Davenport factory, which consists of plows, harrows, Golden Eagle Cultivators, rakes, stalk cutters, Lister's Cotton Planters, double shovels, etc. The company publishes an illustrated catalogue which gives full and explicit information concerning all goods carried in stock and handled in the business. This establishment ranks as one of the largest and the most completely representative industry in its line in the city. The officers are all residents of Davenport Ia.; S. B. Stokely, the manager, resides here. Under his careful management the company have acquired a strong foothold in the territory covered from this point. Mr. Stokely is a Pennsylvanian by birth and education, and has been engaged in the implement business for fifteen years, and with this company five years. He is also a stockholder in the company, and a gentleman thoroughly conversant with every detail of the business under his charge, and occupying a commanding position in commercial circles.

Barton Brothers.—Wholesale Boots and Shoes; 519 and 521 Delaware Street.—The volume of its business and the extent of the territory covered by its trade gives this firm a deserved prominence among the most extensive of the wholesale houses of Kansas City. The business was originally established in 1878, by the firm of Victor B. Buck & Co., of which firm Mr. Kimber L. Barton was an employe from the start, his brother, Mr. George A. Barton, becoming connected with the house three years later. In 1881 Mr. Kimber L. Barton became a member of the firm of Victor B. Buck & Co., his brother, Mr. George A. Barton being a



traveling salesman for the firm. In August, 1886, Messrs. Kimber L. and George A. Barton purchased the entire business, assuming the present style, and were joined, in December, 1887, by their brother, Mr. William Barton, who had previously been a member of the Scott-Jones Hat Co., of St. Louis. The premises occupied by the firm embraces a six-story building, 40x150 feet in dimensions, equipped with every convenience and accessory calculated to aid or expedite the operations of the business, heated by steam, lighted by electricity and provided with elevators and every facility for carrying on the business. The stock embraces everything in the line of boots, shoes and rubbers, including the best products of the most noted manufacturers, and a force of twenty-five clerks and assistants is employed in the house, while a full staff of traveling salesmen represent the firm in a trade territory embracing Missouri, Kansas, Nebraska, Colorado, New and Old Mexico, Arizona, Indian Territory, Texas and Arkansas, in all of which the firm is favorably known to the trade. Mr. Kimber L. Barton takes charge of the financial affairs and the buying department, while Mr. George A. Barton supervises the sales department, and Mr. William Barton the credit department. Mr. Kimber L. Barton, in addition to his interest in this firm, is a director of the German-American National Bank. The Barton Brothers are natives of Glasgow, Mo., where they were trained to business pursuits under the supervision of their father, Kimber L. Barton, who died several years ago. Thoroughly practical and experienced, and conducting their business upon fair and accurate methods, the trade of the firm is steadily growing, as a result of the satisfactory character of their dealings with the trade.

A. C. Arnold.—Wholesale and Retail Druggist and Apothecary; Northwest Corner of Fifth and Main Streets.—The well-known and eligibly located drug establishment at the northwest corner of Fifth and Main streets, was opened in 1865, and conducted by other parties until 1877, when Messrs. Ford & Arnold became proprietors, by whom the business was continued until 1884, when, upon the withdrawal of Mr. Ford from the firm, Mr. Arnold became the sole proprietor of the business. Mr. Arnold came to this city in 1877, from Sedalia, where he had been engaged in the drug business, and is a thoroughly practical and experienced man in all the departments of this business, a registered pharmacist and a business man of superior attainments. He has a force of seven clerks and assistants, including four registered pharmacists, among them being Mr. Adolph Lahne, who has been continuously employed in this house for the past fifteen years, and is considered one of the most competent prescription clerks in Missouri. The stock embraces everything in the line of staple drugs and chemicals, all approved proprietary articles, a complete line of surgical instruments and appliances, and everything pertaining to the lines of druggists' sundries; all of which he sells at wholesale and retail. A specialty is made of the purity of goods, and all drugs procured at this establishment will be found reliable. Mr. Arnold is the city contractor for drugs and hospital supplies, and furnishes all the hospitals with goods in this line. He carries a large and complete stock of foreign and domestic cigars, and also keeps on hand a full supply of veterinary specifics. As a consequence of the completeness and superior quality of his stock, the close attention paid to all the details of the business and the uniform accuracy and reliability of his methods, Mr. Arnold enjoys the confidence and approval of the community.

C. H. Carpenter & Co.—Real Estate, Insurance, Rental and Loan Agents; 511 Minnesota Avenue; Telephone 1083; Kansas City, Kas.—Among the reliable real estate and insurance firms of this city, special mention is due to C. H. Carpenter & Co., the individual members of which are Messrs. C. H. Carpenter, the founder of the enterprise, F. H. Baker and E. H. Carpenter, his worthy associates in business. Commencing in 1884, Mr. C. H. Carpenter conducted the business until 1887, when he received into copartnership the associates above named. The firm is doing a general real estate, insurance and loan business, which is not confined to the city only, but extends all over the county of Wyandotte. Four efficient assistants are in the employ of the firm, and their transactions in insurance alone amount to three-quarters of a million dollars annually. The following are the reliable insurance companies represented by this firm, with their assets: American Central, of St. Louis, \$1,183,796; American Fire, of Philadelphia, \$2,301,656; Franklin, of Philadelphia, \$3,139,256; Glens Falls, of New York, \$1,492,000; Germania,

of New York, \$2,700,075; Insurance Company of North America, Philadelphia, \$8,977,490; Niagara, of New York, \$2,080,949; Norwich Union, of England, \$1,124,820; Sun, of London, Eng., \$1,477,932; Saint Paul, of Minnesota, \$1,261,826; Underwriters, of New York, \$3,659,135; Liverpool and London and Globe, of England, \$5,534,788; Westchester, of New York, \$1,133,421; Connecticut Fire, of Hartford, \$1,974,749; National Fire, of Hartford, \$1,853,727. Mr. C. H. Carpenter came from Vermont to Kansas City in 1854, and has been a resident of Wyandotte County since 1857, where he was engaged at first in the carpenter and building industry, and later on followed farming, until engaging in his present enterprise. Mr. Baker is a native of Connecticut, has been a resident of Kansas twenty years, and of Kansas City, Kas., seven years, and until recently was engaged in the dry goods business in Kansas City, Mo. E. H. Carpenter has been a resident of Kansas for thirty years. Thus all of the members of this firm have been identified with the interests of Kansas from the incipiency of the enterprise. The firm control the sale of large tracts of land outside the city limits, besides many desirable residence lots and buildings for residence and business purposes for rent and sale. Their insurance business is the largest and their real estate interest among the largest in the city. Their rental list is notably the most important, and loans are looming up in a gratifying manner.

Eby, Dowden & Co.—Wholesale Grocers; 928 and 930 Santa Fe Street.—This firm, of which Messrs. Upton Eby, M. S. Dowden and L. W. Bates are the individual members, was formed March 4, 1886, since which time they have enjoyed a large and steadily increasing business, the members of the firm all being experienced business men of wide acquaintance with the trade throughout the territory covered by the business, including Missouri, Kansas, Indian Territory, Texas and Colorado, in which the firm is represented by five active and experienced traveling salesmen. They occupy a five-story and basement building, 36x130 feet in dimensions, eligibly located with railroad switches at each end of the building, and every facility for the receipt, handling and shipment of goods. The stock comprises everything in the line of staple and fancy groceries, grocers' sundries and shelf goods, and a specially fine line of tobaccos and cigars, the stock being carefully selected, and composed of the freshest and best goods obtainable. Eleven clerks and assistants are employed in the house, and the trade of the firm has already grown to vast proportions, the house enjoying a first-class reputation with the trade. Mr. Eby, of this firm, has been for thirty years a resident of Kansas City, and was formerly a member of the wholesale grocery firm of Gregory & Co., and has altogether been engaged in the grocery business for the past twenty years. Mr. M. S. Dowden was formerly engaged in the live stock business, and has one of the best and most extensive stock farms in the country, located in Knox County, Missouri. Mr. Bates, the other member of the firm, was formerly a traveling salesman for the grocery house of Gregory & Co. Thus composed of experienced and successful business men, and using every endeavor to secure the favor of the trade by offering superior goods at the closest margins, by uniform fairness and accuracy, and by promptness in filling orders, the firm fully deserves the favor with which it is regarded.

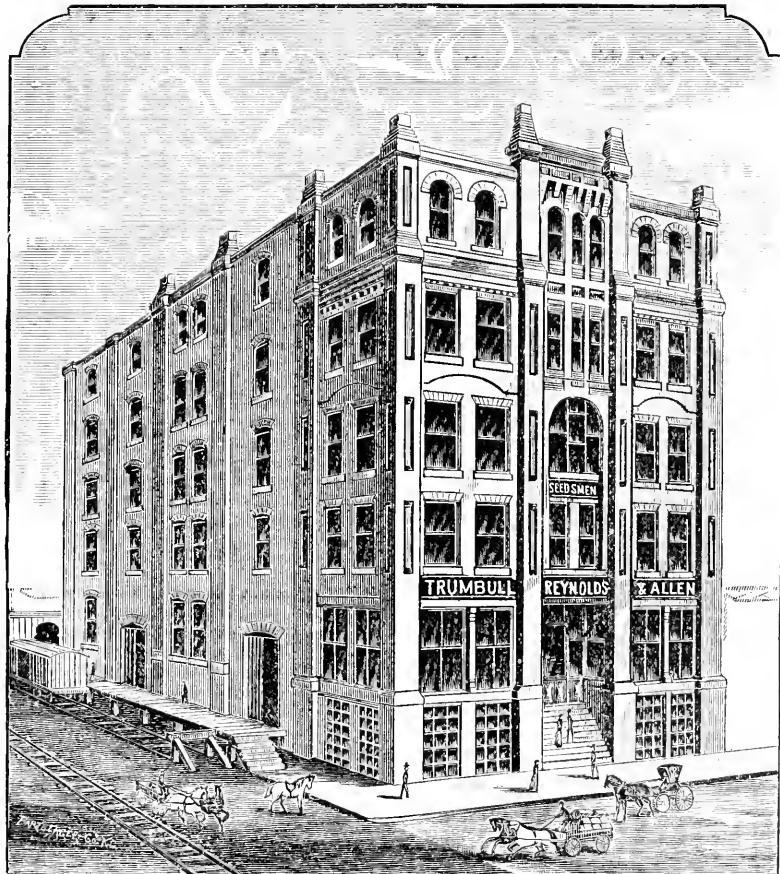
Bullene, Moore, Emery & Co.—Wholesale and Retail Dealers in Dry Goods, Notions, Crockery, Fancy Goods, etc.; Seventh, Main and Delaware Streets.—This vast establishment, which now, in the volume of its business and extent of its stock, excels any other in its line in the West, was established upon a comparatively very small scale by Mr. T. B. Bullene, about twenty-five years ago. A number of changes have since taken place in the *personnel* of the firm, which now consists of Messrs. W. E. Emery, T. B. Bullene, L. R. Moore, J. T. Bird and W. B. Thayer. Their store is a handsome and imposing structure, fronting 196 feet on Main street, 138 feet on Seventh street and 196 feet on Delaware street, and is a four-story and basement building, containing in all about 117,000 square feet of floor space. In addition to these large premises the firm has a warehouse on Broadway, between Fifth and Sixth streets, which has five floors, 50x120 feet in dimensions, or 30,000 square feet of floor space. The store is completely equipped with elevators, which make the top floor as accessible as the main one, is lighted by electricity, heated by steam and equipped throughout with all improvements and accessories calculated to aid or expedite the operations of the business. They

carry complete lines of silks, dry goods, linens, housekeeping goods, gloves, blankets, domestics, ladies' and gents' furnishing goods, laces, notions, fancy goods, millinery goods, cloaks, suits, carpets, etc., in addition to which they have a full line of crockery, bric-a-brac and notions, and the house is the recognized headquarters for the supply of staple goods and novelties in the lines which it deals. In addition to a heavy and steadily increasing retail business, the firm has a well-equipped wholesale department, from which they do a large business with dealers throughout Kansas, Missouri, Colorado and Nebraska, having commended themselves to the favor and patronage of the trade by the superior selection of their stock and the favorable inducements in price which they are enabled to offer, as a consequence of the relations maintained by them with the leading manufacturers, both foreign and domestic. In order to facilitate their vast and constantly expanding business, the firm has had established, for a number of years, a New York office at 120 Franklin street, which is in charge of Mr. Emery, for the purpose of buying goods from the leading Eastern factories, and receiving consignments from abroad. The firm have their foreign offices located at 66 Faulkner street, Manchester, England, 2 Faubourg Poissonniere, Paris, and Chemnitz. The history of the expansion of this business from the original establishment to the present time is one of the most notable examples of business success presented by the commercial history of Kansas City. Its present prosperity has not been built up by accident, but is the result of a rare combination of executive ability and the improvement of opportunities, and the present *personnel* of the firm is made up of practical men, who have contributed to the present position of the house by the exercise of industry, energy and experience. The total number of employees engaged as clerks, bookkeepers, etc., is at present 617.

Diehl & Bailey.—Real Estate and Financial Agents; Room 10, National Block, Northeast Corner of Ninth and Main Streets; Telephone 464.—The natural outgrowth of a progressive community is the establishment of real estate and financial agencies, whose mission is the promotion of the material and healthy development of everything appertaining to the building interests and the safe investment of capital. The enterprise now under special notice had its inception in this city, April, 1881, through Messrs. Whit. Diehl and Mitchell, the latter dying in August, 1886. Mr. Diehl is from Maryland originally, but came here from Tiffin, O., where he had resided for some years, and was engaged in the dry goods business. He is a gentleman of eminent business qualifications and thoroughly conversant with every detail of this avocation. His associate, Mr. F. A. Bailey, is from New York City, and came to Kansas City some six months ago, when he became connected with this business. He was formerly in the livery business, and holds large interests in Kansas City realty, both within and outside the city limits, notably in the Phoenix Park property. This firm handle the Prospect Summit property, comprising sixteen acres within the city limits, which was put on sale in the spring of 1887, and in ninety days ninety lots were disposed of at encouraging figures. Prospect avenue, which passes through this property, is eighty feet wide. The greater portion of this tract is now blocked, and the remainder is being rapidly laid out by the surveyors. A street-car line is now in process of construction to this point. They have also one acre of eligible property not platted, at Fifteenth and Jackson streets, which they are offering at \$20,000, and some very desirable property on Fifth street, at \$475 per foot, the cheapest in that part of the city. Their holdings at present comprise inside property principally, but are by no means restricted to them. Loans are made upon reasonable terms, and investments effected to the best advantage as to profit and safety, and all other financial transactions are attended to with the utmost care and to the entire satisfaction of the parties interested.

G. B. Allis & Co.—Wholesale and Retail Dealers in Lumber, Lath, Shingles, Moulding and Screen Doors; Yard, Foot of Minnesota Avenue.—This lumber yard was established thirty years ago by Mr. A. G. Walcott, who, after a successful business career of over a quarter of a century, was succeeded by the present firm in 1884. The principal of this firm is Mr. G. B. Allis, a native of Massachusetts, but more recently living in the West, during which time he acted for a series of years as United States railway postal clerk, previous to his removal to Kansas City, Kas., in 1875. The yards of this company cover one and one-half

acres, being equipped with the requisite facilities for the proper transaction of the business; and a competent force of hands is employed by the firm. The special trade of the yard is in screen doors, lath, shingles, mouldings, etc., and the firm has a capacity for handling about 150 cars per annum. Thus far the trade has been chiefly in Missouri and Kansas, but through the superior merit of their stock their patronage is extending into other territory. The house is prepared to furnish to purchasers free estimates, and solicits patronage upon the merits of its dealings.



Trumbull, Reynolds & Allen.—Seedmen and Manufacturers of Hay Harvesting Machinery; Offices and Warehouse, Northeast Corner of St. Louis Avenue and Liberty Street.—Situated as it is in the heart of the fertile midland regions of the United States, Kansas City affords unparalleled facilities as a distributing center for the manufacturers of agricultural implements and machinery, and as a depot of supply of farm and garden seeds, which are constantly in increasing demand by the husbandman and horticulturist. The firm now under special notice was among the first to introduce from this point and supply these useful appliances and necessities to the pioneer citizen and farmer of the great west. Messrs. Trumbull, Reynolds & Allen founded this enterprise in 1872, their operations at first being confined to a general dealing in seeds and agricultural implements, subsequently adding buggies to this line of business. This business at the outset was located at

419 Walnut street, but the trade of this house increased so rapidly that they were obliged to seek more commodious quarters, and consequently removed to their present eligible location in the heart of the manufacturing and jobbing portion of the city. The premises occupied for business purposes are a substantial six-story brick building 50x90 feet in dimensions, completely equipped with every convenience and modern appliance for the expeditious receipt and handling of their goods. Railroad switches connect this house directly with every trunk line running out of this city. In 1883 a factory was erected at Arniourdale, Kas., by this firm, which is used exclusively in building the celebrated Dani Automatic Hay Stackers and Gatherers, and is filled with the most improved modern machinery, giving employment to a force of fifty skilled workmen in addition to the twenty or twenty-five assistants they employ at the warehouse. The house also handle in a general way all kinds of improved hay machinery, among which may be mentioned The Peerless Mower and Deaderick Hay Press. They are also the general agents for the Aultman & Taylor Thresher and Engines, which are acknowledged to be the greatest grain saving machines ever manufactured. It will thus be seen that this enterprising firm, has given Kansas City one of the most useful manufacturing interests, and promises to become an important factor in the further development of this essential industry in the West. The gentlemen engaged in this enterprise are eminently fitted both by education and experience for the prosecution of the business, and stand high in commercial and social circles in this city. Their investments in this industry are very large, and they have a trade which covers the West, Northwest and Southwest, and is steadily increasing in volume.

F. B. Nofsinger & Co.—Real Estate Agents; 704 Delaware Street.—Among all the varied enterprises with which Kansas City abounds there are none of greater importance or more closely allied to its increasing prosperity than the real estate business. It is not alone beneficial to the capitalist, but is of peculiar interest to the home seeker of small means. While it seeks out the most important and profitable places for the investment of capital, it also allots into small divisions large realties, and places them upon the market, thus giving opportunity to individuals of small means to purchase, and also serves to build up and populate the city. It makes and establishes values either by advance or depreciation, and thus prohibits the large landholder from extortion or the fixing of fictitious values. In truth, without the real estate agency business, Kansas City would not be what it is to-day. The present firm was established in 1886, and has, from its incipiency, conducted a business perfectly satisfactory, financially and otherwise, and which is constantly increasing. The business of this firm is principally local, making large deals in city and addition residence and business properties. It purchases, sells and exchanges all manner of realties, and is a worthy factor to the prosperity of the city. Each member gives his individual attention to the business, thus insuring correct methods and satisfactory results. Mr. F. B. Nofsinger is a native of Indiana, has been a resident of Kansas City nineteen years, and was President of the Board of Trade here for four successive years. He was also President of the City Council for two years, and has otherwise been prominently connected with important interests in the city. Mr. George S. Peters, junior member of the firm, is a native of New York, and has been a resident of this city one year. The firm has a high standing as a result of their close attention to every detail of their business, and their uniformly fair dealings.

A. K. Brower & Co.—Wholesale Dealers in Whiskies, Wines and Brandies; Corner of Fourth and Delaware Streets.—One of the prominent wholesale liquor houses of the city is that of A. K. Brower & Co., established April 1st, 1887. A capital stock of \$20,000, swelled to five times the amount in a few months, is employed in the business. The first floor and basement of a building 20x80 feet, on the corner of Fourth and Delaware streets, are called into requisition for the business, and, although of short experience here, the members of the firm deem the present quarters inadequate to their growing business, and intend moving into more commodious quarters soon. The house is fully equipped with all the facilities for handling goods, and the transaction of the accumulating business, and employment is given to seven persons, with a pay-roll of \$300 per month. The storage capacity of the building is four car-loads, and in brands of various sorts and descriptions. This house, besides being dealers, are also heavy importers

of wines, gins, brandies, etc., in kinds and brands too numerous to mention, and the annual trade of the establishment is \$75,000. The specialties of this house consist of McCormick's whiskies, distilled at Waldron, Clay County, Missouri. The trade is mostly located in Kansas, Missouri, Nebraska, Wisconsin, Texas and Colorado. This firm is composed of A. K. & J. C. Brower. The former, who is a native of Ohio, removed to Pontiac, Ill., at the age of nineteen years, and subsequently acted as engineer in the Ontonagon, Mich., Copper Mines, one year, removing thence to Longton, Kas., and engaging in farming six years prior to removing to Kansas City, April 1st, 1887. He also owns real estate in Horace Greely County, Kansas, as well as an interest in a hotel there. J. C. Brower is a native of Providence, R. I. He came to Illinois in 1865, and finally to Kansas City in 1887.

James T. Broughal & Co.—Real Estate Brokers; Room 20, Beal's Building, Northwest Corner of Ninth and Wyandotte Streets.—This business was established in the early part of 1887, by Messrs. McKean & Broughal, but changed to the present name in November, 1887. This firm's first year's business has been very gratifying, and they have worked up a good trade and a high reputation, not only in the city, but through Kansas and Missouri. They also have a rental department in their office, and persons desiring good houses should communicate with them. They have a controlling interest in the Kate Goodin Place, the James Goodin Place, and the Exposition Place, besides handling a large list of improved and unimproved property, farms, acre property, residence and business property, and a general real estate trade. During the year 1887 this firm transacted business to the amount of \$937,000; certainly a gratifying showing. Mr. Broughal has been a resident of Kansas City for five years. He is a native of Pennsylvania, and was formerly with the Kansas City, Fort Scott and Gulf Railway. He is widely and favorably known, and is worthy of all the patronage land investors or dealers may bestow on him.

The Northrup Banking Company.—H. M. Northrup, President; A. B. Northrup, Vice-President; K. L. Browne, Cashier; 501 Minnesota Avenue, Kansas City, Kas.—This old and substantial banking house was originally established September 4th, 1874, as a private bank, by the firm of Northrup & Son, and continued as such until June 1st, 1887, when it was incorporated under the State law of Kansas as The Northrup Banking Co., with a paid in capital stock of \$100,000. The official report of the condition of this bank at the close of business, July 6th, 1887, or about six weeks after its organization as a corporation, showed that in addition to a paid up capital of \$100,000 the bank had undivided net profits of \$3,137.59, loans and discounts of \$284,218.33, sight exchange amounting to \$125,419.41, cash \$139,758.93, and total resources of \$885,676.90. A general banking business is conducted, loans being made on approved security, first-class commercial paper being discounted and exchange issued on all the principal foreign and domestic cities. Deposits are received from corporations, firms and individuals, to whom every facility is given consistent with safe and conservative banking. Mr. H. M. Northrup, the President, is an old and leading citizen, having resided in Kansas City, Mo., as early as 1844. He is prominently identified with many important business enterprises in addition to his position as President of this bank. His son, Mr. A. B. Northrup, who has been associated with him in this bank ever since its inception, is active in its affairs, and has largely aided, by his good judgment, in sustaining for the bank the high place it occupies in the confidence of the community. Mr. K. L. Browne, the Cashier of the bank, is a thoroughly practical and experienced banker, who by close and efficient attention to his duties has had a large share in promoting the steady increase in the business of the bank, which it has enjoyed from its inception to the present time.

Easton & Clark.—Manufacturers of Fine Light Carriages and Buggies, Cincinnati, Ohio; Western Branch, 816 Walnut Street, Kansas City; Robert S. Barnes, Manager.—This industry was founded one-half a century ago, at Cincinnati, Ohio, by the Bruce Carriage Company, who were succeeded by the present firm about four years ago. The parent house employs about 250 workmen in the factories, which are quite extensive, and equipped with every modern convenience and appliance for the proper execution of the finest carriage work. The western branch house, under the efficient management of Mr. Robert S. Barnes, was established

here in August, 1886. He has three competent assistants in the employ, and covers a trade territory embracing Missouri, Kansas, Colorado, Nebraska, New Mexico and the Indian Territory. The goods handled are the product of the Cincinnati works, which consist of fine carriages and buggies. The premises occupied as repository, office and salesrooms are eligibly located at 816 Walnut street, comprising a substantial three-story building 25x130 feet in dimensions, supplied with every convenience for the receipt, safe storage, and shipment of goods. The proprietors, Messrs. Ben. P. Easton and S. H. Clark, are residents of Cincinnati, and are practical business men in their line. Mr. Barnes is from Ohio, and since the inception of this branch establishment has been in charge of its affairs, and has achieved a gratifying success.

The Schueler Abstracts of Land Titles.—Main Office, Corner of Missouri Avenue and Delaware Street.—This business was established in 1879 by Mr. A. L. O. Schueler, who came here from St. Louis, Mo., where he was engaged in the same line of business. Transfers of land are so numerous and rapid in Kansas City that investors would suffer annoying, if not serious, delays in ascertaining the condition of titles to real estate were it not for such an office as Mr. Schueler's. The plan or system consists of a complete chain of title, or property index, of all the lands in the counties of Jackson and Clay in Missouri and Wyandotte County, Kansas, with branch offices at Independence, Mo., Liberty, Mo., and Wyandotte, Kas., and employs, in the combined offices, fifty assistants in compiling abstracts and making certificates of title. Owing to the constant increase of this already large and extensive business, requiring more room than now occupied, Mr. Schueler has lately purchased the property at No. 110 East Sixth street, located on the north side thereof, between Grand avenue and Walnut street, and will in early spring break ground for the erection of a fire-proof building, especially arranged for the use of this business. His patronage is the legitimate reward of the care and accuracy with which all abstracts and certificates of title are made out in this office, the public having found where reliable abstracts may be obtained promptly.

W. H. Barse & Co.—Wholesale and Retail Dealers in Artists' Materials, Pictures, Fancy Goods, etc.; 728 Main Street.—This well-known and favorite establishment was originally conducted by Mr. William E. Thorne, by whom the business was established in 1869, and who carried it on until February of the present year, when he was succeeded by the firm of Barse & Barber, which firm continued the business until September last, when Mr. Barber retired, Mr. Barse remaining as sole proprietor of the business. The premises occupied embrace a three-story building, 25x80 feet in dimensions, completely equipped and elegantly arranged in accordance with its artistic surroundings, and carrying a large and completely diversified stock, embracing artists' materials of every description, artists' supplies, statuary, picture frames, etchings, fine steel engravings and other pictures, and a general assortment of goods suitable for wedding, holiday and anniversary presents. Eleven clerks and assistants are employed in the house, and the business is of large and steadily increasing volume, not only in the city, but also in mail orders from all parts of Kansas and Western Missouri. Mr. Barse is a young man trained to business pursuits, and prior to embarking in this enterprise was engaged in the office of his father, Mr. G. R. Barse, who is a prominent live stock commission merchant. The superior merit of the stock carried at this establishment, the close and accurate attention paid to all orders, the reasonable prices at which the goods are sold, and honorable business methods have secured for the house a deserved popularity and prosperity.

Chadwick, Woodworth & Co.—Real Estate and Loan Agents, and Investors of Capital; Room 28, Delaware Block, Southeast Corner of Seventh and Delaware Streets.—This enterprise was established in January, 1887, by the above firm, and has since done a satisfactory business financially and otherwise. The principal portion of their business is located in Missouri and Kansas, though they have control of a large amount of city and addition property, which is now in the market for sale or exchange. They also own considerable city and addition real estate, and have recently platted Chadwick Second Addition and Lawndale Addition, also Fair Oak Addition and Littria Spring Place, part of which is under their management, and in which they have an interest. They invest large sums of

money for Eastern capitalists, by loans and the purchase of real estate. In November, 1887, this firm purchased 55 acres of land lying just north of Mount Washington, for which they paid the sum of \$2,000 per acre; in the same month they sold to Eastern parties 115 acres of land for \$2,600 per acre, and such transactions have obtained for them a character of experienced judgment in regard to opportunities and advantages in making investments. The firm is interested in the construction of the Independence and Short Line Railroad. Mr. A. Chadwick, senior member of the firm, has been a resident of Kansas City about ten years. Mr. D. A. Woodworth and his brother I. J. Woodworth, junior members, have also resided in the city a number of years.

Manhattan Clothing Company.—H. C. Lewis, President and Manager; Corner of Fifth and Main Streets.—This association was incorporated October, 1887, with a large capital stock, and a still larger surplus.

The principal portion of its trade is confined to the city, although it does an extensive transient business, which is constantly increasing. The house is largely engaged in the sale of all kinds of clothing, furnishing goods and notions; employing a force of ten clerks, and now holds a prominent position as a leader in its line. It occupies the main floor of the spacious building on the corner of Main and Fifth streets, occupying an area of 40 x 60 feet, with high ceiling, large plate glass windows, lighted with electricity, heated with steam; airy and comfortable, the rear wall being embellished with a magnificent mirror, 14 x 40 feet, costing \$1,200, making it one of the most elegant and commodious store-rooms in the city. The spacious windows are filled to overflowing with the neatest and most fashionable goods in



the market—one with elegant clothing, another with hats and caps, whilst the store-room is literally jammed with a reserve stock embracing every article in this line of merchandise. Mr. Lewis is a native of Louisiana, and is now a resident of Kansas City, where he has built up an excellent trade resulting from fairness and accuracy in all his dealings, and enjoys a success which promises to steadily increase from year to year.

Philip Best Brewing Company.—Headquarters at Milwaukee, Wis.; Charles Worst, Manager of the Kansas City Branch; 96, 100 and 108 Main Street.—For many years the city of Milwaukee has held a leading place among all the cities of the United States in the production of beer, and this prominence has been earned by the acknowledged excellence of the product and the superior facilities afforded for carrying on the business in that city. Prominent among the firms who have contributed toward this position of leadership is that of the Philip Best Brewing Co. The business was originally established in 1842, by Mr. Jacob Best, who was assisted by his sons Philip, Charles, Jacob and Lorenz. After various changes the entire business passed into the hands of Philip Best in 1860, and four years afterward Mr. Fred Pabst was admitted to the firm. In 1865 Mr. Philip Best retired, and Mr. Schandein became a member of the firm, which did business under the style of Philip Best & Co., until 1873, when it was incorporated under its present style, with a capital stock of \$2,000,000, but the amount invested at present writing is nearly \$5,000,000. Mr. Pabst became President, Mr. Schandein, Vice-President and Mr. Charles Best, Jr., Secretary. From the inception of the business to the present time continuous additions and improvements have been made to the plant of the company, which now has a capacity for the production of 750,000 barrels of beer yearly, its actual output for the past year having been 440,423

barrels and the volume of its productions steadily increasing from year to year. At the brewery in Milwaukee employment is given to over 800 hands, and the product, which is made upon the most approved processes, and with the aid of the best machinery and appliances adapted to this department of productive industry, is not only popular in all parts of the United States, but is exported to every country of the civilized world. In 1879 a branch was established in this city for the purpose of supplying the demands of the trade for beer of this brew in Kansas, Colorado, New Mexico, Missouri, Texas, Arkansas and Arizona, in all of which States and Territories a large business is done through this branch, which gives employment to thirty hands. The company is now engaged in making additions to its Kansas City premises, contemplating the expenditure of \$140,000 in buildings, stables, etc., including one of the finest offices in the city, elaborately fitted up and furnished in cherry, the fittings of the office alone costing \$5,300. In addition to the branch in this city, the company maintains branches at Chicago and Peoria, Ill., St. Paul, Minn., and Pittsburg, Pa., the main offices being on the brewery premises at Milwaukee, where the buildings of the company cover over fourteen acres of ground, in addition to which they have extensive grounds, depots, etc., and large elevators with a capacity of 1,000,000 bushels of malt and barley. The company manufactures five varieties of beer, including their celebrated Export and Select beers, which are sold only in bottles, their Bohemian and Bavarian beer in bottles or wood, and their Standard beer, which is sold in wood only. The excellence of this beer has frequently been attested by its success in competition, it having been given the first reward of merit at the Centennial Exposition at Philadelphia, and received the gold medal at the Paris Exposition, and the first prize at the Southern Exposition at Atlanta, Ga., and World's Exposition at New Orleans. Among the branches of the company, the Kansas City establishment occupies a leading place, and does a large and steadily increasing business which has been earned not only by the merit of the product itself, but also largely increased by the thorough efficiency, accurate knowledge and superior business* qualifications of the several representatives here who who have had long and valuable experience in this line.

Mellier, Darragh & Co.—Real Estate Investors; Room 1, Alamo Building, Seventh and Delaware Streets.—This firm ranks among the leading real estate agents of Kansas City, and have commended themselves to investors by their fair dealing and sound judgment. Mr. W. G. Mellier established this firm in 1884, and in November, 1886, associated with him Mr. Jas. C. Darragh, of Grand Rapids, Mich. Mr. Darragh was formerly engaged in banking in that city. Within the last eighteen months Mellier, Darragh & Co., have organized the Kenwood, Llewellyn Park, Mellier Place, Murray Hill and Dickinson Place syndicates, aggregating \$2,000,000 of property. An evidence of the standing of the firm is shown by the support which they have received from local investors. Last spring the first week's sales in their Kenwood addition amounted to \$115,000, the largest week's sale ever made in an addition. They have customers in nearly every Eastern State, and endeavor to protect the interest of non-residents with the same amount of prudence, as they exercise in managing their own affairs. Their financial standing is first-class and they are thoroughly responsible.

Sol. Block & Co.—Wholesale Dealers in Whiskies and Importers of Wines and Brandies; 423 Delaware Street.—The history of this institution is an interesting one, as it carries us back to the early days of Kansas City, in whose interests some of the members of this firm were identified and assisted materially in the development of its present grand resources. Away back in the early '70's Mr. Sol. Block, the senior member of this firm, was a resident of New York, and from thence moved to Nebraska, and finally came to Kansas City in 1874. In the fall of 1878, when the firm of B. S. Flersheim & Co. was organized and established, Mr. Block became one of its most influential and active members, and, in fact, was regarded as the "bone and sinew" of the infant enterprise. With all these years of experience Mr. Block has become an adept in all the intricacies of the business, and in the art of distilling, etc., is without a peer among dealers in Kansas City, thus being enabled to select the pure and unadulterated. Mr. Theodore W. Gripp, the junior member of the firm, is a native Kentuckian. During his seven years' residence in Kansas City, and away back into his early manhood in the South, he has been constantly identified with the wholesale whisky trade, so that he, too, has

become an efficient judge of the qualities of this beverage that has become so thoroughly Americanized. This firm is composed of two young, thriving, active, honorable business men, who for many years have been residents of Kansas City, and both of whom are thoroughly accomplished in all matters pertaining to their business. They occupy the neat three-story brick building and basement at 423 Delaware street, which is thoroughly stocked with the choicest brands of wines and liquors, including most of the celebrated brands of Kentucky sour mash, and also the celebrated Pennsylvania Rye Whisky. They make a specialty of and enjoys an extensive trade in the celebrated "Silver Cliff" Whisky, conceded by connoisseurs to be one of the finest of Kentucky's productions.

Misfit Clothing Parlors.—S. M. Levy, Proprietor; 611 and 613 Delaware Street.—This business is one of the special features of a metropolitan city. It supplies a demand for tailor-made clothing, without resort to the merchant tailor, who not infrequently adds his percentage for style to the price of his work, and material and style nowadays is an expensive luxury. In this connection special and gratifying mention is due to the Misfit Clothing Parlors, established here in 1883 by Messrs. S. M. Levy & Co., and on September 1, 1887, the firm assumed its present style. A flourishing trade has rewarded the well-directed efforts of the present proprietor, Mr. S. M. Levy, who is an adept in the business, having previously conducted a similar enterprise in St. Louis, Mo., for four years. His stock consists of custom-made clothing obtained from the leading merchant tailors all over the country, as these have clothing which is either not called for or declined on account of some trifling defect in the fit, and hence the designation of the business "misfit clothing." This stock is purchased at a considerable reduction upon the original cost, and is carried in such diversified styles that the most fastidious can be readily suited with a desirable fit, substantial wear and elegant patterns. Mr. Levy's trade extends to the city mainly, and amounts to upwards of \$100,000 annually, by reason of his taste and good judgment in making his selections and the exercise of honorable business methods in all his dealings. He is a native of Buffalo, N. Y., and has had long and valuable experience in the clothing trade. Four efficient salesmen are in his employ.

M. J. Payne & Sons.—Real Estate and Rental Agency; Room 2, Northeast Corner of Sixth and Wyandotte Streets.—This enterprise was established in April, 1887, and has, perhaps, been more successful in business than any other of like character in the city, the parties having been associated with various enterprises here and identified with the prosperity of Kansas City for more than thirty years. With this extended knowledge of the interests of the community, it enjoys superior facilities for the transaction of business in this line in a perfectly satisfactory manner. Most of its efforts are employed in the sale and exchange of inside property, whilst they are largely engaged in handling realty in the various additions, and are individual owners of a considerable amount of acre property within the city limits, which they contemplate soon placing upon the market. With such extended acquaintance this firm enjoys peculiar facilities for obtaining first-class tenants for rental property, and in this line have been more than ordinarily successful, having a large list of such property at their command, and giving their individual attention to the business. Hon. Milton J. Payne, senior member of the firm, is a native of Christian County, Kentucky. At an early age he adopted the printers' profession, and in 1842 was employed as printers' "devil" in a small newspaper office in Hopkinsville, Ky., but becoming wearied with this occupation, after two years of labor in the office, he determined to seek his fortune in the then "far West." He went to St. Louis, where he was employed in a large dry goods house until 1850, when he came to the town of Kansas, now Kansas City, as a partner in a dry goods and clothing house. This enterprise was a failure, and the firm was dissolved, when Mr. Payne accepted a lucrative position in the then largest dry goods house in the city. In 1855 he was elected Mayor of Kansas City, as also in 1856, 1857, 1858, 1859, as also again in 1862. This high municipal office he filled with honor to himself and advantage to his constituents. In 1864 he was elected to the State Legislature, and as a member of the House of Representatives he was active, popular and successful. He has been engaged in various lines of business since, was incorporator of several railroads, and was largely identified with railroad interests for the building up of this city. He is a very large owner of real

estate, and is the possessor of an ample fortune, accumulated by his own untiring efforts. Frank A. and Thomas G. Payne, the junior members of the firm, are natives of Kansas City, and are well and favorably known to all the old settlers, as well as to the majority of the new comers. During their boyhood days they were accorded advantages which will take years for strangers to obtain. They have been successfully engaged in different branches of mercantile business, as their possessions will testify.

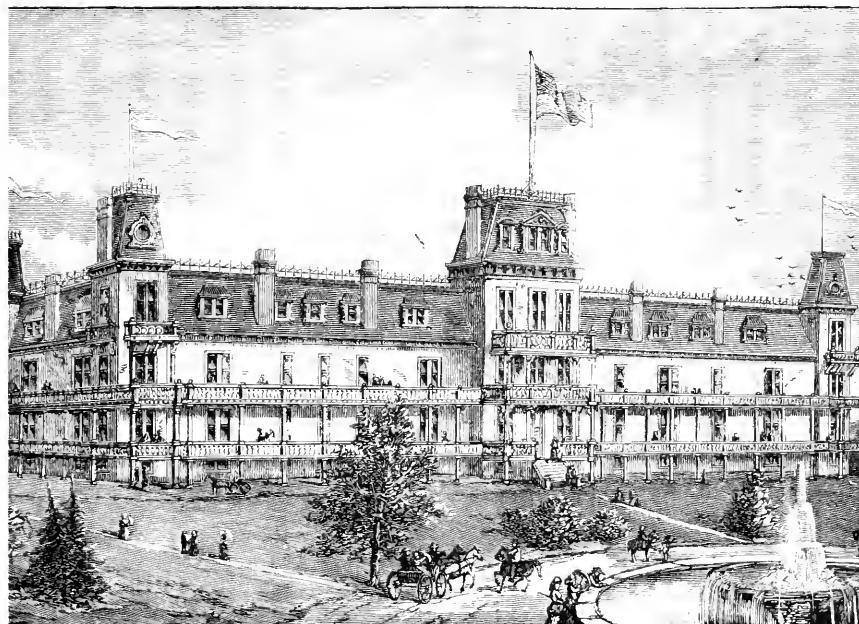
New Albany Hotel.—George E. Green, Proprietor; 1024 Union Avenue.—This is one of the oldest hotels in the city, having been established in 1870 by Otto Drugman, and changed its proprietorship in 1887. The hotel building is a handsome three-story brick structure, 100x120 feet in dimensions, and fully equipped with everything needed in a first-class hotel, such as reading-rooms, electric bells, etc., and having ample accommodations for one hundred guests. An elegant dining-room and a generous table, set with choice edibles, greet the traveler, and at the nominal price of \$2 per day. The house gives employment to thirty persons as waiters, attendants and clerks, upon a weekly pay-roll of \$800, and a volume of business approximating \$100,000 per annum. This hotel is the nearest to the Union Depot in the city, and ranks first among similar houses on the Kansas City Bottoms. Mr. George E. Greene is a native of Illinois, who removed to Kansas City some eight years since, and purchasing the Delmonico Restaurant, retained the same until 1887, when he disposed of it and assumed control of the New Albany Hotel, which is rapidly gaining a first-class reputation and a numerous patronage. Special accommodations are afforded for stockmen. Cable and elevated cars from this house reach all parts of the city, thereby making transit convenient to all classes of travel.

J. W. Musick.—Dealer in all Kinds of Granite and Marble Monuments, Headstones and Cemetery Improvements; 819 Walnut Street.—This business was established in 1882 by Messrs. Musick, Stewart & Dorance, but the entire business fell into the hands of Mr. Musick in 1885, and he has since successfully carried on and extended and improved it, and commands a large and profitable trade throughout Kansas, Missouri, Nebraska, Iowa, Texas, New Mexico and Colorado. He makes a specialty of designs for family monuments, and his work in this line is justly celebrated. He employs ten skilled workmen and occupies a spacious shop of 25 feet frontage and 137 feet deep. Monumental sculpture is something in which the masses of the public are entirely uneducated, but notwithstanding this the work coming from the chisels in Mr. Musick's shop commands a market for itself wherever it is seen. Mr. Musick has been a resident of the city for fifteen years. He formerly traveled for several monumental firms prior to entering business for himself. He is a native of Kentucky, but resided for many years in St. Louis, Mo., and is now one of Kansas City's most popular sculptors.

GEO. & J. G. Muehlebach.—Proprietors of the Main Street Brewery; 1734 to 1740 Main Street.—The brewing business forms one of the most important industries in every city of note in the United States, and is consequently one of the most important in Kansas City. The proprietors of the Main Street Brewery began this business as far back as 1866, and have carried it on successfully and profitably ever since. Their establishment is fitted up and equipped with the best modern machinery and appliances for the brewing of malt, and their liquors are favorites in the city and through the State of Missouri, over which their trade extends. They keep twenty employes to do the work in their spacious six-story brewery, 75x150 feet in dimensions, which is owned by the Messrs. Muehlebach, and was built by them in 1880.

B. F. Berry.—Real Estate Agent and Notary Public; 505½ Minnesota Avenue, Kansas City, Kas.; Telephone 414½.—This business enterprise was established in 1883, by Mr. B. F. Berry, who has had an experience of upwards of twenty years in this line. He hails from the State of Maine, and has been a resident of this city four years. His business consists in general real estate transactions, and extends all through Missouri and Kansas, he, himself, owning considerable realty all over the city. Mr. Berry is largely interested in the Husted and Berry addition to this city, which is one of the most eligible for residence and business purposes.

His notarial commission gives him the advantage of facilitating conveyancing and materially aids him in his business transactions with a numerous patronage. He also controls large sums of money, which he loans upon reasonable rates of interest, in amounts to suit the borrower. Numerous dwellings, business houses and fine farms are constantly upon his books for sale. He also represents five solid fire insurance companies. Those needing anything in this line can do no better than give Mr. Berry a call or correspond with him. He refers, by permission, to Northrup Banking Co., and all the other banking houses of Kansas City.



The Excelsior Springs Company.—Howard M. Holden, President; E. L. Martin, Vice-President; Joseph S. Chick, Treasurer; General Office, 313 Alamo Building, Corner of Seventh and Delaware Streets, Kansas City; H. C. Fish, General Manager at Excelsior Springs.—The Excelsior Springs, located in Clay County, Missouri, have long possessed a reputation extending far beyond local bounds for the medicinal virtues of the waters found there; but there was little effort to make the neighborhood a place of resort until the organization in the spring of 1887 of the Excelsior Springs Co., designed to utilize these springs for the benefit of health seekers. This company purchased the principal springs and the adjacent 900 acres of land, and has since been busily engaged in making improvements which will render the springs an attractive resort. A new and spacious hotel, shown in the accompanying illustration, containing 200 rooms, and equipped with every modern convenience and improvement is being erected and the grounds have been laid out into elegant avenues, driveways, etc., the surrounding slopes being covered with majestic forest trees, and affording superior locations for permanent residences or summer homes. The springs themselves are being improved and put in first-class shape for use, and the completion of the Chicago, Milwaukee & St. Paul Railroad to the springs affords an easy means of connection between them and Kansas City, from which they are distant twenty-eight miles. The waters of the Excelsior Springs possess properties and combinations unknown to any other spring yet discovered in America; and it has been proven by the personal experience of a large number of people who have been benefited, among whom are many citizens of Kansas City, that these waters are remarkably effective in cases of rheumatism, dropsy, kidney troubles, indigestion and cutaneous diseases, and posses-

tonic properties beyond any other known mineral waters. Even prior to the acquisition of the springs by the company, the virtues of its waters had attracted a population of over 1,200 permanent residents, which number is being rapidly increased as a result of the facilities for entertainment afforded by the work done by the company and the advent of a railroad to the place. To those desiring summer houses or permanent residences, or who may wish to improve for business purposes or to make investments that will pay a large profit, the company offers desirably located and elegant lots at reasonable prices. The company is strong and substantial, and will spare no expense in making this the most attractive, enjoyable and health giving watering place in the West.

B. F. Bower & H. Thomas.—Real Estate and Exchange Agency; Merchandise, Farms, Ranches, etc.; 8½ West Ninth Street, Room No. 18.—In all the various branches of business which go to make up the life and reliability of Kansas City, there is none of greater importance, or that yields a greater influence in its future growth and prosperity, than that mentioned above; hence the necessity of a special notice of this branch of business in a work purporting to be an accurate and concise record of the industries of this grand Western metropolis. The present enterprise was established in the spring of 1887, under the title of B. F. Bower & Co., but was changed to its present firm name, as above, in July, 1887. From its incipiency, this agency has been favored with a most satisfactory business, financially and otherwise, and has constantly increased until its importance is readily recognized throughout all business circles. It deals largely (buying, selling and exchanging) in city residence and business properties, and, having a perfect knowledge of present and prospective values, has been very successful in all its transactions of this character. The firm also handles a large addition at Pensacola, Fla., very valuable property, which is now on the market, and is being disposed of rapidly. The principal part of its trade, however, is farming and ranch realties, located in Missouri, Kansas and Texas, which it is prepared to sell or exchange at most reasonable figures. It is also engaged in the buying, selling and exchanging of merchandise, large or small stocks, for which it has peculiar advantages. Mr. B. F. Bower is a native of Illinois, and has been a resident of Kansas City seven years, and was formerly engaged in the grocery business here. Mr. H. Thomas was formerly a resident of Kansas, but has resided in Kansas City two years. The firm maintains a high standing in business circles, and enjoys a success which has been earned by liberal and accurate methods and promptness and reliability in its transactions.

Model Clothing House.—Max Weil, Proprietor; 500 and 502 Main Street.—The above important enterprise receives special mention in the pages of this work for the reason that it is the pioneer clothing house of Kansas City, and none other is more popular or holds a higher position in relation to trade circles. The house was formerly known under a different name but passed into the hands of Mr. Weil in 1886. The building occupied is commodious and centrally located. It is 40x80 feet in dimensions, and the two main floors are used for the storage and display of goods. Fourteen skilled and courteous clerks are given employment, and the special goods carried are fine clothing, hats and gents' furnishings. Mr. Max Weil is a gentleman of long experience in the business, having had the management of a large clothing house in Cincinnati for some time previous to his removal here in 1885. He is a native of France, but sailed for America in 1879.

Austin & Co.—Investment Bankers; Security Building; Sixth and Wyandotte Streets.—This firm is engaged in the investment of capital for clients in the Eastern States and in Great Britain, where they have a house in London under the management of Mr. Charles Harrison Tindal, M. A., one of the partners. Mr. Austin, the senior partner, is a native of Scotland, but came to America when quite young, and was for some years an officer of a bank on Wall street, New York. Since going West he has by careful study and a personal examination of the country, acquired a very extended knowledge of all values appertaining to their line of business. They make a specialty of the negotiation of mortgages for long time on well improved farms throughout Kansas and Missouri, and have a well perfected system for the examination of farms throughout these States. They have a large patronage, and one which is constantly increasing.

Monitor Hay Press Company.—H. W. Severance, Secretary and Manager; C. L. Ballantine, Treasurer; W. S. Livengood, Patentee and Superintendent; 1306 St. Louis Avenue.—This important industry was founded October 1, 1886, by the gentlemen named above. Their business is the manufacture of a superior hay press known as the "Little Monitor," upon which many valuable improvements have been made from time to time since the issue of its first patent. It stands now as the best appliance adapted to baling hay with reference to strength, durability and simplicity of construction. It is manufactured entirely from iron and steel, and is easily operated. The capital involved in the business amounts to \$10,000. The output capacity is one hundred and fifty presses per annum. A business of upwards of \$30,000 annually is secured in the sale of these presses, and the demand for them is constantly increasing. The high merit in the service of this patent will tend to create their general introduction. The company have twenty-five expert workmen in their employ. The trade covers the States of Kansas, Colorado, Missouri, Arkansas and the Territory of New Mexico. The building and plant of the company when completed will consist of machine-shops, adjusting department and molding-shop, and will be 100x200 feet in dimensions, supplied with every modern machine and appliance for the expeditious and proper execution of the work. The proprietors are all gentlemen of practical experience in the mechanical arts. Messrs. Severance and Ballantine are from the Empire State, and came to this city in 1887, subsequently entering into this enterprise, which had previously existed under the direction and ownership of Mr. W. S. Livengood, who has learned the machinist's trade, attaining a high degree of skill in constructing intricate machinery, besides being an inventor of considerable note. On account of his superior skill his services have been frequently called into requisition to adjust complicated machinery in various parts of the country. His father, with whom he served his apprenticeship, was also a remarkable genius in the mechanical arts. Mr. Livengood's present design is to construct a new electric motor of his own invention. If he achieves the same success in this direction that he has in the Monitor Hay Press, he will have accomplished a great and lasting benefit to the community.

Frank S. Baxter.—Real Estate; Room 419, Northwest Corner of Seventh and Delaware Streets.—In this wonderful city the remarkable advance of real estate in which is the absorbing topic of conversation all over the civilized world, the importance of honorable and reliable dealers or agents, cannot be over-estimated, and every addition of a firm which is inaugurated by responsible, honest men, may be regarded as a decided gain. Among the recent important enterprises of this character is that of Frank S. Baxter, established in March, 1887. Mr. Baxter has been a resident of Kansas City since August 28th, 1874, and for fourteen years was the trusted express messenger for the Wells, Fargo Express Co. He makes a specialty of inside property, and on the east side and east bottoms. His trade is large, and rapidly increasing, and already covers Missouri, Kansas, Iowa and New Jersey.

E. P. Brink.—Architect and Sanitary Engineer; Offices, Hall Brothers' National Block, Rooms 1 and 2, Corner of Walnut and Ninth Streets; Telephone No. 1610.—There is no other avocation that can play such an important part in a community in promoting health and comfort and subserving the progress of the present age in its tendencies towards elegance combined with convenience in building for business and residence purposes as that of the architect and sanitary engineer. The subject of this sketch is a representative man in this line, in which he has more than ordinary skill and repute, besides being a pioneer at his calling in the West. Twenty-five years ago Mr. Brink entered upon his professional career in the far West—and since its inception his business has met with a deservedly great success. He employs six competent assistants and does an extensive business in the city and all through Missouri and Kansas. Among his achievements here in buildings designed and their construction superintended by him, may be prominently mentioned fourteen houses on West Eighth street; the elegant residence of W. H. Winants, on Woodland avenue, and many others. He is at the present time engaged upon eighteen residences located on Seventh street and Woodland avenue; a block of fifteen dwellings on Eighth street and Highland avenue, for C. C. Quinlin; a block of twelve residences on Independence avenue, for E. A. Phillips; a block of eight residences on Eighth street and

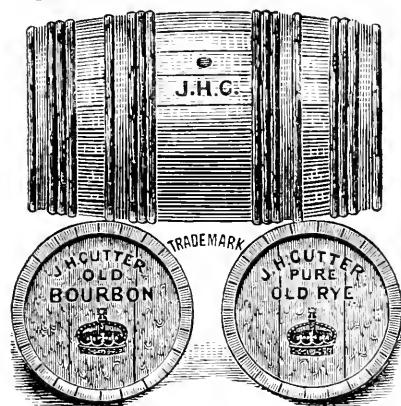
Brockland avenue, for E. T. Studevant; a block of three fine residences, for F. C. Marsh, and an elegant block of brick and terra cotta for L. E. Prindall. These are a few of his recent undertakings and promise to be in style and general appointments in keeping with Mr Brink's high renown for first class work in architecture and sanitary conveniences. Mr. Brink, who has been a resident of this city for about two years, is a native of New York. He was formerly in San Francisco, and prior to engaging in business here was at Denver, Col., in the pursuit of his profession. During the past year he has designed and superintended the construction of upwards of two hundred residences in Kansas City alone. His success is due to consummate skill in his profession and the exercise of reliable business methods in all his dealings.

Boston Store.—C. W. & E. Pardridge & Co., Proprietors, Wholesale and Retail Dealers in Dry Goods, Millinery, Fancy Goods, Boots and Shoes, etc.; Corner of Ninth and Main Streets.—The number of elegant and attractive dry goods houses found in this city is the grandest scale in which to weigh the importance of this department of our commerce. No city surpasses Kansas City in this industry or has a more prosperous or profitable custom. Among the most extensive mercantile houses in this line is the Boston Store. The variety of articles embraced in the general term "dry goods" is almost exhaustless, but this house has in stock the most extensive assortment in this line to be found in the market, which is constantly replenished with all the latest novelties of the very best fabrics and most unique designs, comprising everything pertaining to the stock of a large and comprehensive dry goods business, including woolens, all kinds of silk and cotton products, prints, domestics, fancy goods, etc. The elegant building occupied by this industry is five stories in height, embracing three floors of 50x115 feet, each floor occupied by the several departments in this line, where is to be found the most complete stocks, including everything known to the several lines. The premises are completely equipped with every convenience and accessory calculated to aid or expedite the vast operations of the business, a large electric light plant supplying brilliant illumination, with all other modern equipments for the comfort and convenience of customers. When it is further said that a force of two hundred clerks and assistants is employed, and that the annual business of the house amounts to \$750,000, a fair idea will be arrived at as to the vast proportions of the business, which is steadily increasing. In addition to its vast business operations here the company are conducting two wholesale and two retail houses in Chicago, together with one retail establishment in each of the cities of Detroit, Mich., Cleveland, O., and Buffalo, N. Y., which gives them superior facilities for importing and purchasing in large quantities. They buy for cash only, and are thus enabled to dictate prices, obtaining goods at lowest values; they sell for cash only, and at smallest possible margin. Thoroughly alive to the wants and demands of the trade, their stocks are selected with great care, and by application of energy and correct business methods the firm has secured for itself a great and gratifying success.

Bloss, Darling & Co.—Real Estate and Loans; Northeast Corner of Sixth and Wyandotte Streets.—This firm, which is one of acknowledged prominence among the real estate dealers of Kansas City, is composed of Messrs. O. P. Bloss and H. W. Darling. They have been specially prominent in placing upon the market a number of the most desirable additions to Kansas City, included among which is the Beacon Hill Park, a tract of fifteen acres on Troost avenue and Twenty-ninth street, reached by the Troost Avenue cable, and having graded streets and every feature necessary to invite permanent residence. The property is located on high ground, has excellent surface drainage, and is in every respect desirable. They also have property on Prospect avenue, the only street east of Troost avenue which is eighty feet wide, and which it is expected to widen to one hundred feet. A franchise for a street car line upon this avenue has been granted to the Fifteenth Street Cable Line, and they are now laying the track and will run horse cars as soon as completed, and eventually change to the cable line. The tract controlled by this firm contains five acres, divided into 50 foot lots, and one third of them have already been sold. Another tract controlled by the firm is the Troost avenue front of Mt. Pleasant addition, reached by the Troost avenue cable line and divided into large lots, principally desirable as residence sites. The tracts above described are

owned by the firm except Beacon Hill, which they control as agents. In addition to this suburban property the firm owns and controls over \$20,000,000 worth of property in the city limits, improved and unimproved, and \$300,000 worth of property in Kansas lands, from large ranches down to small farms. The firm has some very valuable property near the Board of Trade, and handles nothing but first-class property of any kind and guarantees purchasers against loss. Mr. Bloss, of this firm, has resided in Kansas City for three years. He was originally from Northern New York, and was in the consular service of the United States at Montreal, from 1874 to early in 1885, coming here at the latter date. Mr. Darling was engaged in commercial pursuits and traveled all through this section, in which he is well and favorably known. The firm is one of the most prosperous and highly regarded of the real estate firms in the city, and has commended itself to a large and constantly growing patronage by correct methods of dealing, and by the superior attractions offered by its list of properties.

Tolbert, Rose & Co.—Importers and Wholesale Dealers in Wines and Liquors; 418 Delaware Street.—This establishment, ranking among the foremost in the city, was founded by J. J. and W. C. Tolbert and R. M. Rose, June 1, 1887, the former gentlemen having been natives and residents of the State of Georgia, where they passed their younger days of business manhood in the wholesale grocery trade, removing from thence to Kansas City just previous to the institution of this new enterprise. R. M. Rose was born in Willimantic, Conn., removing to New London, Conn., when just emerging into manhood, and serving as a drug clerk in that city, when in 1855 he removed to Georgia. In 1887 he removed to Atlanta, Ga., since which time he has been engaged in the liquor and wine business, gaining valuable experience therein, and finally removing to Kansas City at the organization of the present firm. A capital stock of \$35,000 is involved in the enterprise. The building



consists of a neat and commodious brick structure, three stories in height, with basement, 20x125 feet in dimensions, fronting on 418 Delaware street, contiguous to the banking center of the city. A competent force of assistants, including four traveling salesmen, are employed about and in the direct interests of the establishment, necessitating a monthly pay-roll of \$400, while the total annual volume of business exceeds \$100,000. Since its inception the house has established a flourishing home trade, extending into the States of Colorado and Nebraska, with adjacent territory in prospective. The specialty of the concern is the sole agency for "J. H. Cutter's Whisky," manufactured by C. P. Moorman & Co., Louisville, Ky. The house also deals extensively in fine imported wines bottled at Cadiz, Spain, and Oporto, Portugal, which are very rare goods in the city wine market. Full and superior stocks of imported goods are constantly on hand, while the general lines of liquors are not equaled elsewhere in the city. With an extensive experience in the liquor trade the founders of this enterprise have a very strong and vigorous element of success in the approaching future.

W. S. Boylan & Co.—Abstracts of Title for Wyandotte County; 505 Minnesota Avenue, Kansas City, Kas.—To those dealing in real estate, or who purchase a business place or a home, the services of some reliable person who has access to superior sources of information for the purpose of revealing the true state of the title, is a necessity. In this important department of business the firm of W. S. Boylan & Co. enjoys superior advantages, having complete abstracts of the titles of all lands and lots situated in Wyandotte County, Kansas. The business was originally established in 1860 by James M. Mason, by whom it was conducted until 1879, when he was succeeded by the firm of W. S. Boylan & Co., who have since continued the business in a manner which has commended

them to the favor and approval of the real estate interests of the county. They are prepared to furnish, on short notice, thoroughly reliable abstracts of titles to all lots in Kansas City, Kas., and all additions and suburbs, and to farming lands throughout the county, and the perfection of their sources of information is such that these abstracts are relied upon by the leading dealers and investors as affording all the necessary information in regard to the condition of titles in the county. Mr. Boylan is a gentleman of prominence in business and real estate circles, and in addition to his position as principal of this firm, is a stockholder and director of the Wyandotte National Bank, a stockholder in the Fidelity Savings Bank, and otherwise prominently identified with important business interests.

Samuel Bliss & Co.—(Successors to Samuel Bliss), Refiners and Dealers in Syrups and Molasses, and Proprietors of the Home Preserving Company's Table Delicacies; St. Louis Avenue and Liberty Street.—This house, one of the oldest and most extensive of its kind in the city, was founded by Samuel Bliss in 1882, and changed to its present name not long since. The building is a commodious three story structure with basement, 50x100 feet in dimensions, and filled with every kind of machinery and apparatus for the prosecution of the business, and employing a competent force of men, as workmen, clerks, etc. The house does an extensive refining business in syrups, and molasses, besides manufacturing large quantities of preserving delicacies, of many and varied forms. Convenient shipping and receiving facilities are enjoyed; the side track of one of the trunk lines passes directly in front of the works. Every thing about the premises shows thrift and enterprise, and the house has a very large trade throughout the South and West. The firm also has other stores located at Chicago, St. Paul, and Rockford. Mr. Bliss is a first class business man, and through his energy and perseverance has made his business what it is to-day and secured for it a position as one of the prominent industries of the city.

David Boyd & Sons.—Real Estate and Loans; Room 12, Beals Building.—This firm is composed of Mr. David Boyd and his son R. J. Boyd, and they have been doing a real estate and loan business in this city since 1886. Their office was formerly in the Bunker Building, but they removed to their present quarters in May, 1887. Their business is large and profitable, and they handle business and residence property in the city, farm and acre property, and Westport and Independence property. They are sole agents for David Boyd & Sons' Addition in Independence, Mo. They also do a large local trade throughout Kansas and Missouri. Mr. David Boyd has resided one year in this city. He is a native of Ireland, but has lived in America for quite a number of years. He is a representative business man of the city, and is highly respected by those who know him, both for his genial social qualities, and his sound business abilities. His son, Mr. R. J. Boyd, is a sterling business man, fully alive to the times, and quick to see and take advantage of opportunities. Together, they form one of the safest and most reliable houses for intending investors to work through.

A. B. Cross.—Architect; 11 Missouri Avenue; Formerly Cross & Taylor.—Mr. Cross is one of the men who have seen the city grow up out of the prairie, and he has left his eternal mark upon it, as it grew, in piles of stone and brick that shall commemorate his name for ages to come. Those handsome and costly buildings, the Court House, The Gillis Opera House, The Coates Block, The Insurance Exchange, The James Block, The Huelling Block and the Times Building all owe their architectural attractions to his superior skill as a designer, to say nothing of the Moline Plow Works, the new Lindell Hotel and many of the handsomest private residences that adorn the fashionable avenues of the city. Mr. Cross was the architect of the Union Depot in Kansas City, a handsome engraving of which appears on another page in this review, as well as of the Union Depots at Atchison, Peoria and Denver, and of the P. & R. N. Railway's Forty-Stall Round House. He has relaid twenty miles of track, built twenty-five miles and twenty new bridges for the P. & R. N. Railway, and it is worthy of special mention, as showing the advanced ideas and enterprise of Mr. Cross, that he was architect of the Old First National Bank Building, now occupied by the American Express Company, the design of which was said to have been twenty years in advance of the city at that time. Also that he built the first public school house in the city and was the first

to introduce plate glass fronts, the plans for which, with his characteristic enterprise, he furnished free to those who would put in such fronts. He is also architect of the National Bank of Commerce, the interior of which is considered the handsomest in the city; the Keith & Perry seven-story fireproof building at the corner of Ninth and Walnut streets, costing \$350,000, and the new Court House at Independence, Mo., now being finished at a cost of \$30,000. Mr. Cross is a native of Camden, N. J. He studied two years in New York City, and two years in St. Louis, Mo., where he was partner of John Johnston in 1851, and he came to Kansas City in 1858. He is a gentleman with an architect's eye and an architect's head, and Kansas City will keep his name in remembrance as long as her best structures endure.

Binkley's Steam Laundry.—610 Broadway.—This industry was established in 1886, by its present proprietor, Mr. D. F. Binkley, and has gradually increased in business importance until it now employs twenty-four efficient men and women. Its city trade is very extensive, as it does most of the laundry work for the principal hotels, the St. James and Pacific being among the number. The laundry occupies two floors of a brick building 26x120 feet, and is equipped with all the latest improved machinery and apparatus, giving it facilities for the performance of prompt and excellent work, not excelled anywhere. Together with the city and country business, it enjoys an extensive trade in Missouri, Kansas, Colorado, Nebraska and Dakota, and the great success it has attained is due to Mr. Binkley's intimate and practical knowledge of this line of business, the care given to the processes of cleansing, and the supervision given to all orders entrusted to him, as also the methods of promptness and despatch with which all business is accomplished. Mr. Binkley is a native of Ohio, but was for a long time engaged as conductor on the Atlantic & Great Western Railroad, now the New York, Pennsylvania & Ohio Railroad. The remarkable business qualifications possessed by Mr. Binkley are witnessed in the progress and development of his trade, and in private life, as well as the busy marts of trade, he is recognized as a valued citizen.

Bohannon Brothers & Hall.—Real Estate: Times Building, 812 Main street.—This firm, which is composed of Messrs. William and Richard B. Bohannon and L. A. Hall, was formed October 1st, 1886, originally locating in Independence, and afterwards opening an office in the Times Building in this city, still retaining, however, its Independence office. The members of the firm are gentlemen of superior business attainments, who closely and accurately attend to all transactions placed in their hands, specially guarding the interests of their clients, and by their thorough and accurate knowledge of all the details of the real estate business, and of the values of property in Kansas City and Independence have secured a large and constantly growing patronage, and during the first year of their business career, their transactions amounted in the value of their sales, to \$500,000. They are prepared to buy, sell and exchange property upon the most favorable terms, and are known as thoroughly reliable and accurate in their dealings. Mr. R. B. Bohannon resides in Independence, and attends to the business at that place, and W. Bohannon and Mr. Hall have charge of the business of the office in Kansas City. In all the departments of a legitimate real estate business, the firm is a valuable medium, and its business is steadily increasing from month to month.

S. Morledge.—Wholesale Dealer in, and Shipper of Fresh Oysters and Lake and River Fish; 403 West Sixth Street.—Mr. Morledge established this business in 1880, since which time he has steadily increased his trade, as a result of the prompt and satisfactory manner in which he fills all orders for fresh oysters and every description of lake and river fish, of which he carries at all times a large stock and complete assortment on hand. He occupies a two-story building, specially adapted to the purposes of his business, and has built up a large trade which has become larger with each succeeding year, and now covers the States of Missouri, Kansas, Nebraska and Colorado, and extends as far west as California. He makes a specialty of the celebrated Horseshoe brand of Baltimore oysters, as well as all other leading brands, and has at all times complete stocks of New York Counts, F. & S. Selects, Extra Select, Horseshoe, Mediums and XXX, and also has New York and Baltimore bulk oysters, (solid meats) constantly for sale by the gallon. He also deals in choice celery and fresh lake and river fish, including whitefish, trout, pike, pickerel, mixed

fish, dressed buffalo, dressed cat, etc. Handling nothing but the best stock, and carefully packing in ice and shipping all orders for oysters and fish promptly, Mr. Morledge has been enabled to give uniform satisfaction to his customers and to build up his trade to its present gratifying condition of prosperity. He is a thoroughly practical man in the business, in which he was engaged in Louisville, Ky., for seventeen years prior to establishing himself in this city. He is aided in his business by a full staff of clerks and assistants, while experienced traveling salesmen represent him on the road.

Baird, Brent & Co.—Real Estate Agents; F. P. Baird, Hal C. Brent; Office, Room 14, Baird Building, Corner of Sixth and Wyandotte Streets.—This business was conducted by F. J. Baird & Co. for fifteen years, and has been under the present style and name for one year. They give special attention to loans in addition to their real estate business. They control many fine properties in the city and suburbs, notably Broadway Park, between Broadway and Baltimore, and Twenty-fifth and Twenty-seventh streets, comprising fourteen acres. The Grand avenue cable and the prospective South Broadway line will run to the property. The park is finely shaded, and has been on the market three months. It is residence property laid out in fifty foot lots. They also control Hyde Park addition containing ten acres, on Grand avenue Boulevard, between Westport and Kansas City. It is laid out in fifty foot lots; the streets are graded, and buildings are going up rapidly. A large number of lots are already sold. They have a full list of inside property both improved and unimproved, and they control an interest in the Armourdale Township Co., which represents one thousand acres, upon which are built the largest packing establishments in the country, besides elevators, etc. Mr. Baird is the owner of the Baird Building, corner Sixth and Wyandotte streets, and is one of the men who have made Kansas City the place it is. He is a graduate of a Michigan University, and is a lawyer. He was a lieutenant in the 138th Illinois Infantry and came to this city about 1865. He has been in the real estate business for a number of years, and is an active member of Dr. Thompson's Presbyterian church. Mr. Brent comes from Paris, Ky., and has been in this city for eight years. The firm owns or controls a great deal of very valuable land, in and about the city, that if specified would fill a respectable book.

Joe. Roth.—Undertaker and Furniture Dealer; Caskets and Window Shades; 439 Minnesota Avenue, Kansas City, Kas.; Telephone 1039—Among the enterprising establishments that deserve special mention in the pages of the Industries of Kansas City is that of Mr. Joe. Roth, who at the outset in February 1886 opened an undertaking business to which he added in the month of June following a stock of furniture, carpets, window shades, etc., in which lines he carries a carefully selected and largely diversified stock. In the conduct of funerals, he is essentially well prepared, having constantly on hand wooden and metallic caskets, shrouds and other necessary paraphernalia for the service of the dead, appropriately draped hearses, and a full supply of fine carriages is also at hand for such service with an experienced conductor of funerals in attendance. Four assistants are in the employ of Mr. Roth. The business extends to the city and surrounding country districts. The premises occupied for business purposes are conveniently located, 47x90 feet in dimensions, and possessing every facility for the conduct of the business. Mr. Roth is from Burlington, Iowa. Previous to engaging in business here he was similarly engaged in Milan, Mo. The trade secured through Mr. Roth's care and attention to this business amounts to upwards of \$25,000 annually—and is steadily increasing in volume.

Lewis I. Jacobs.—Jobber in Dry Goods, Notions, Clothing and Gents' Furnishings; 414 and 416 Delaware Street.—This is a branch of the New York house which is a very extensive concern, with a heavy capital involved, and having branch houses elsewhere. This enterprising establishment occupies a fine three-story brick building with basement, fronting 40 feet on Delaware street, and extending back to the depth of 137 feet. The interior is fitted up with all the conveniences for the business, including elevators, speaking tubes, elegant offices, etc. In fact nothing is omitted that would add to the efficiency and furtherance of the interests of the house. Eighteen persons are required as workmen and clerks, with a considerable pay-roll and a large annual business. Extensive lines of clothing, boots,

shoes, hats, caps, jobbers' goods, hosiery, gloves, knit-goods, cloaks, etc., are carried in stock. The specialties of the establishment consist of job lot auction goods, in which it has a large trade, mainly in the city, but rapidly extending into other territory. Mr. Lewis I. Jacobs is an enterprising business man, and has an extensive experience in this line, and since the founding of this branch, in 1886, its course has been onward toward success.



Meyer Brothers Drug Company.—Fifth Washington and Fourth Streets.—The commercial progress and material development of cities in modern times, is seen through the commendable enterprise centering in certain channels of trade. The drug business of Kansas City has its prominent representatives in this progress, and special mention is due to the Meyer Brothers Drug Co. This house had its inception in 1868, at the outset doing business through houses engaged in the same business. The first record of this business is had through General W. H. Morgan and the firm of Lester & McGowen in 1868, following these come successively R. E. Wilson & Co., who were absorbed by J. W. Wood & Co., each in turn representing the business of this great house. Mr. F. W. Schulte, one of the officers of the present organization was a member of the latter firm. Mr. G. T. Lynn, the present secretary of the company, prior to 1880, having represented Meyer Bros. & Co., of St. Louis, induced these gentlemen to buy out Mr. J. W. Woods' interest. Mr. F. W. Schulte remaining in the firm, and upon its incorporation in 1880, the following gentlemen were installed as its officers: C. F. G. Meyer, President; F. W. Schulte, Vice-President; G. T. Lynn, Secretary, and F. W. Sihler, Treasurer, with Messrs. F. W. Schulte and G. T. Lynn, Managing Directors. The stockholders include the above officers and Mr. John F. W. Meyer, of St. Louis.

Since the corporate organization of this enterprise an unprecedented growth has resulted from its extensive business operations and judicious management. A capital of \$50,000 was involved in the enterprise at the start, and now the company employ a capital of upwards of \$400,000. The trade territory of the company embraces Eastern Missouri and the States and Territories West, Northwest and Southwest as far as the Pacific Coast, and commands a trade aggregating upwards of one and a half million dollars annually, with a constantly increasing volume of business. The company employ a large corps of clerks, salesmen and assistants, many of whom represent the interests of the house on the road. The premises located at Fifth and Washington streets, consist of a magnificent and substantial brick and terra cotta building 60 x 200 feet in dimensions, five stores and basement, replete with full lines of the finest drugs, chemicals, druggists' sundries and all the latest novelties and fancy articles known to the trade. They are also large dealers in paints, oils, varnishes, lead, glass, dye stuffs, brushes, etc. In addition to the above, the company are large manufacturers of compounds, and handle extensively various proprietary medicines, notably, Dr. Sherman's famous compound, "Prickly Ash Bitters," "Kress Fever Tonic" and "Hot Springs Liniment," of which they are sole agents. The company is also interested in large drug houses in St. Louis, Mo., and Fort Wayne, Ind., which together with the Kansas City enterprise aggregate a larger invested capital than in any similar industry in the country. A perfect system prevails all through this model establishment. Their facilities for receipt and shipment of goods are unexcelled. The interior appointments are in the highest style of the cabinet maker's art; a high sense of taste and skill is shown in every part of the building, from the office to the roof. The business in every detail is conducted upon the most perfect and systematic plans, and the exercise of honorable business methods is the rule with the gentlemen at the head of the affairs of this company. Their success in business is the just reward of commercial sagacity and fair dealing.

Richard M. Nake.—Mechanical Engineer; 523 Delaware Street.—Mr. Nake, who is a native of Germany, has devoted his life time to the study of mechanics and mechanical engineering, and engaged practically in that branch of business in his native country prior to coming to America in 1867, when he settled in St. Louis, remaining there twelve years and going from thence to Chicago, from which he came to Kansas City in 1883, establishing his present business in 1884. He is a thoroughly skillful and expert draughtsman in all matters relating to mechanics, and makes drawings for patents and mechanical drawings of every description, furnishing blue prints on application and performing all his work in the most skilled manner. He has drawn plans and superintended the erection of some of the largest grain elevators in the country, also mills, breweries and other establishments that require intricate machinery. He is now engaged in drawing plans for a patent cable grip, and is at all times kept busy by inventors and those having mechanical work of any kind, as a consequence of the superiority of his knowledge of this branch of scientific industry.

Moline Plow Company.—Manufacturers and Jobbers of Agricultural Implements; Factory at Moline, Ill.; Kansas City Branch, T. B. Gorton, Manager, Corner of Thirteenth and Mulberry Streets.—To no other cause is the rapid development of the West and Southwest more largely due, than to the vast improvement in the means and appliances for carrying on the important business of agriculture, a pursuit which has been a prime factor in the material advancement of the country. Among the many prominent firms and corporations which have given to the farmer of the West, implements and machinery far superior to any ever utilized in the business, is the Moline Plow Co., whose works are located at Moline, Ill., and which has branch houses and wholesale agencies in all the leading cities of the West. The Moline plows have long held a leading place in the confidence of the agricultural community, as being composed of the best materials, made upon the most rational principles, and capable of the largest amount of work with the smallest expenditure in wear and tear. In addition to the full line of plows made by the Moline Plow Co., they are large manufacturers and jobbers of other agricultural implements, and their line of goods includes in addition to plows, cultivators, planters, drills, rakes, etc. of their own manufacture, corn shellers, horse-powers, Milburn hollow-axle wagons and all kinds of farm vehicles, buggies and carriages.

in great variety, and in fact every kind of implement used in connection with farming, all of the best and most approved makes. The branch house of the company in this city has been maintained ever since April, 1870, enjoying a large and annually increasing business, its sales now reaching an average of about \$500,000 yearly; fifteen clerks and assistants being employed in the warehouse, and five traveling salesman representing the house in the territory assigned to this branch including the Western half of the State of Missouri, and the whole of Kansas, Colorado, New Mexico, and Indian Territory. The premises occupied by this branch comprise a five-story and basement building, 111x120 feet in dimensions, conveniently located and arranged for the purposes of the business, its management being under the efficient charge of Mr. T. B. Gorton, a thoroughly practical and experienced man, whose accurate knowledge of all details of this department of industry and close and zealous attention to the interests of his principals have largely contributed to the augmented trade enjoyed by the branch, and which is steadily and perceptibly growing from month to month.

G. W. McKean.—Dealer in California Fruits, Canned Goods and Wines; 1318½ Main Street.—This large and promising young enterprise was established December 1st., 1887, by Mr. McKean, who is one of the most experienced and thorough business men of the city. He has four travellers on the road and the trade of the house is developing fast, orders having already been filled for points all over Missouri, Kansas, Nebraska and Iowa. Though the goods are of that class that a great deal of value occupies but a small space, this business completely fills two floors of a building of the ample dimensions of 40 feet front and a depth of 100 feet. Mr. McKean makes a specialty of California Fruits, Canned Goods and Wines and only the very best brands and varieties are handled by him so that all patronizing his house are sure of receiving the choicest of all kinds of goods. He is agent for the Pacific Orchard Cannery, whose products are unsurpassed by anything in the market. This famous cannery stands right in the orchard and the fruits are thus allowed to ripen and mature upon the trees and immediately canned, upon the ground when grown, which accounts for the rare excellence of the goods coming from the house. His wines Mr. McKean gets from the renowned house of Paul O. Burns, whose brands are known all over the continent and admitted to be the best obtainable anywhere. Mr. McKean has been a resident of Kansas City for three years, but has lived in this part of Missouri for thirty years. He was formerly in the real estate business and also filled a government office for twenty-five years with great credit and marked ability.

McGraw's Kansas City Detective Agency.—J. C. McGraw, Superintendent; 728 Main Street.—The business of this institution is to protect the lives and property of citizens and to ferret out and arrest criminals. This association was established November 1st., 1882, by Mr. McGraw, and it now has a well organized night patrol, commissioned by the Board of Police Commissioners, for the protection of business houses and residences. There are employed on its force twenty-two of the shrewdest detectives in all the great West, and it is one of the most reliable detective agencies in all the broad land. It has charge of all the banks and most of the business houses throughout the city, and the infrequency of burglaries, robberies, thefts and other heinous crimes gives evidence of its efficiency. This is the only agency of the kind in the city that utterly refuses to employ its talent and influence in divorce cases, either pro or con. Mr. McGraw is a native of Virginia, and was formerly a resident of Ohio. At the age of sixteen he entered into the detective business in Chillicothe, Ohio, and is at present time an active associate of the Pinkerton Detective Agency. During the war he was in the secret service of the Government at Washington City. He came from Quincy, Ill., five years ago, and immediately organized the Kansas City Detective Agency, as mentioned above.

Britton & Mathews Manufacturing Company.—449 West Fifth Street.—This manufacturing industry was organized and established in August, 1887, by the above firm, and has, from its incipiency, constantly increased in business importance, until it now enjoys an annual trade of \$50,000 and upwards. The product of this establishment amounts to \$150 per day, and it is now employing three skillful and experienced mechanics, using only the best materials, and for beauty of finish and durability of wear, the work is unsurpassed. Among its

various works recently executed, this house points with pride to the pipe hangers of the American National Bank building, and wall anchors for the new Board of Trade building, and many other jobs of mechanical work. A specialty is made of all kinds of pipe coil, quarry and stone cutter's tools, and they are prepared to turn out the most satisfactory work in these lines. The building occupied for manufacturing purposes is a one story brick, covering an area of 22x64 feet, and is fitted up with all the latest improved machinery adapted to its purposes. An extensive city trade is secured and the business is gradually extending throughout Missouri and Kansas. Mr. Wm. Britton, senior member of the firm, is a native of England, came here from New York, and has been engaged in this business since 1849. He came to this city three years since; was engaged with the King Novelty Manufacturing Co, off and on about nineteen years, part of that time foreman of the blacksmith shops of that company. Mr. Hugh Mathews, junior member of the firm, is a native of New York; has worked at his present occupation twelve years, and was one time foreman of the King Novelty Manufacturing Co.'s machine shops, and has been a resident of Kansas City two years.

F. E. Parker.—Real Estate; 311 Alamo Building; Corner of Seventh and Delaware Streets.—Mr. Parker, who is a native of Canada, has resided here since 1881, and was in the building and contracting business prior to establishing himself as a real estate dealer. He is interested in property at Randolph, Mo., as Secretary of the Randolph Town Site Company, and in the six months prior to this writing has sold \$40,000 worth of property at Randolph; and has also been largely successful in other transactions, having been interested in sales of property adjacent to Randolph, amounting to an aggregate of over \$200,000. Mr. Parker has at all times on hand a superior list of acre property, which he is prepared to sell at the lowest prices and upon the most favorable terms, and those desiring to invest in real estate can do no better than call upon Mr. Parker, and see what he has to offer.

J. C. Mitchelson & Co.—Wholesale Leaf Tobacco Dealers; 301 Delaware Street.—This well known enterprise dates its inception back to 1880, when J. C. Mitchelson and C. A. Hibbard came to Kansas City from Hartford, Conn., for the purpose of establishing it, also retaining their interest in the leaf tobacco packing establishment of A. Mitchelson & Sons, at Tariffville, Conn. Energetic and industrious, and pioneers to Kansas City in their especial line of trade, these young men have become well and favorably known, and occupy prominent positions in the commercial circles of Kansas City. They have by close application built up a large and constantly increasing business, and enjoy the confidence of the trade throughout the West. Their trade lies principally with the cigar manufacturers, and their goods may be found in twelve states and territories, their special attention, however, being directed to the States of Iowa, Nebraska, Missouri, Texas and Kansas. Cigar manufacturing, an industry almost unknown west of the Missouri River ten years ago, has already grown to large proportions, Kansas alone showing a vast increase in cigars manufactured within the past few years. The new and live towns of the West afford a tempting field for the Eastern manufacturer, and many are embracing the opportunities offered, and meeting with flattering success.

Morgan Commission Company.—Wholesale Commission Merchants; Office and Warehouse, 407 Delaware Street.—The members of this young, though enterprising firm are Messrs. T. W. Morgan, J. B. Yakey and E. W. Samuel. Mr. T. W. Morgan established the house January 1, 1887, and in the following July was joined by Mr. Samuel, and in September the firm was further strengthened by receiving Mr. J. B. Yakey into partnership. The capital stock of this house is \$3,000 in investments, but its consignment capital approximates \$100,000, and although so recently established, its business has already exceeded the most sanguine expectations of its founders. The office and warehouse of the company are located at 407 Delaware street, where they are amply provided with storage room, and facilities for the transaction of their increasing business. The specialities of the house consist of flour, grain, hay and potatoes, which they handle in car-lots, and they are sole agents for "Pine Chip Kindling," a new and very valuable kindling for city purposes. They are special agents of J. Monroe Taylor, of New York, manufacturers of soda, American Stock

Company's goods, of Columbus, Ind., and Price & Lucas' celebrated cider, Louisville, Ky. They sell only in job lots, this forming an essential feature of the house, whose trade amounts annually to the sum of \$100,000. Its trade is very extensively distributed throughout Missouri, and also extends outward into the States of Kansas, Arkansas, Colorado and Nebraska; and is steadily increasing. Mr. Morgan is a native of Cape Girardeau County, Missouri, and was formerly located in Glasgow, Mo., where he was engaged in the brokerage and commission business for some time prior to his removal to Kansas City, December 1, 1886, soon thereafter organizing the present business. Mr. Morgan is also about to organize a stock company for the manufacture and sale of a threshing machine, of which he is one of the inventors, and which is based upon a new and perfect process, and promises to be of great utility. E. W. Samuel is originally of Salisbury, Mo., where he acquired years of valuable business experience, and came to Kansas City, not long prior to his becoming a partner in this firm, of which he is a valued member. Mr. Yakey, who is a native of Trenton, Mo., has been a resident of the city about one year, and through the favorable inducements offered by the house was prevailed upon to join the firm, which as now constituted is doing a very flourishing business, as all of its members are gentlemen of business tact and sagacity, and well represent the growing spirit of this city. This house is the only exclusive commission house in Kansas City, and was the first house to receive a shipment from Colorado, having just received a car load of potatoes.

Oscar Sachs.—Real Estate, Rental, Insurance, Collecting and Loan Agency; Hammerslough Building, Southwest Corner of Fifth and Main Streets.—



This enterprise was organized and established in the spring of 1887. Its transactions since the commencement have been exceptionally large and steadily increasing in volume, throughout Missouri and Kansas, as well as locally. Mr. Sachs is doing a vast amount of rental business within the city, securing good tenants for vacant properties and collecting rents. Another special feature of his business is buying and selling real estate in the city and among the various popular additions. Mr. Sachs is sole agent for the Baltimore Heights, and controls the sale of other popular additions to Kansas City. His recent sales embrace twenty acres, located in the southeastern portion of the city, for \$15,000, and he has been successful in making other large deals. Mr. Oscar Sachs is a native of Berlin, where he was educated. He came to America in 1881, landing in New York. For a considerable time after his arrival, he was engaged as

bookkeeper and cashier with the well known and extensive clothing house of Hammerslough & Co., of this city. Aside from his present business connections, he is a member of the board of directors of the German Hospital, and at present, the efficient Secretary of that institution. This firm also does a considerable business in negotiating loans for eastern capitalists, as well as on its own account. Some of the leading home and foreign insurance companies are also ably represented by Mr. Oscar Sachs. Mr. Sachs has recently been appointed general agent, at this point, for The Germania Life Insurance Company, of New York, one of the most reliable and strongest companies in life insurance in the world.

Platt & Co.—Packers of "Tiger Brand" Oysters and Canned Goods; Wholesale Dealers in Fresh Fish; Branch House, 1304 Union Avenue; Theodore Gowdy, Manager.—Kansas City is the commercial and industrial magnet of enterprises which bring trade from all over the country. Platt & Company, Baltimore, are among the many who have in recent years availed themselves of the facilities that this city affords for the distribution of their products to the growing populations of the rapidly developing West. It is safe to aver that no other point in the United States has greater advantages in this regard, and promises a better return

for large investments by enterprising business men. Platt & Co., are too well known for any further notice than a passing reference to their firm organization, which is composed of Herman S. Platt and his brother, Wm. D. Platt, who are business men of high commercial standing. Their goods are exclusively first quality, and are sold by all first class dealers throughout the country. The branch house in Kansas City has for its manager, Mr. Theodore Gowdy, who has twenty-five men in his employ; and the trade supplied by him covers the States of Kansas, Missouri, Colorado, Nebraska, Texas, and the Territories. A building two stories high, 40 by 110 feet in dimensions, completely equipped with every essential appliance for freezing car loads of fresh fish, and cold storage for fresh oysters, is used, connecting readily with the various railroads radiating from this city in all directions. In short every convenience is at hand in this model establishment in keeping with the methods and perfect system that prevail in the parent house in Baltimore. Mr. Theodore Gowdy, the manager, has been a resident of Kansas City nearly two years, and with the firm nine years. His efficient management has resulted in a decidedly great success for Platt & Co., in Kansas City.

M. J. Scholer.—Architect and Brewery Engineer; 504 Alamo Building.—Mr. Scholer, who has resided for four years in Kansas City, is of American nativity. He went to Karlsruhe and Heidelberg, Germany, when a young man, to study architecture there, and, after spending several years in close application to all the details of the art, he returned to the United States and located in St. Louis, Mo., where he remained for a number of years prior to coming to Kansas City. Here he originally located in the Emmons Building at 123 West Sixth street, from which he removed to his present quarters a year ago. Since coming here Mr. Scholer has enjoyed a large and steadily increasing patronage, his thorough and accurate knowledge of all the details of his art and the combination of beauty and utility in his designs having created a demand for his services. Among the prominent productions of his skill may be mentioned the sanitarium of Dr. Scott at Independence, the Sulpho-Saline Sanitarium at Fort Scott, Kas., the Atchison Block at Atchison, Kas., and a number of other prominent structures, residences, etc. He makes a specialty of designing and superintending the erection of breweries and brewery warehouses, and nearly all the structures of that kind in this city have been erected under his skilled supervision. He is at present engaged in putting up the warehouse, office and refrigerating building for the Philip Best Brewing Company's branch, and which when completed will be one of the handsomest structures of that kind in the country; and he also is engaged upon a number of other prominent buildings in this city and elsewhere. Among his brewery work may be mentioned the branch depots for the Val Blatz Brewing Company, Joseph Schlitz Brewing Company, Phil. Best Brewing Company, Anheuser-Busch Brewing Company, and the Ferd. Heim Brewing Company. Thoroughly practical in every branch of the business and closely supervising the erection of the buildings designed by him, so as to secure their perfect adaptation to the uses for which they are intended, Mr. Scholer has well earned the reputation he enjoys as one of the most skillful and conscientious architects in the city.

Ginocchio Brothers & Co.—Wholesale Green and Dried Fruits; 519 Walnut Street.—This enterprise is a branch house of the celebrated Ginocchio Brothers & Co., of St. Louis, where the business has been established for a number of years. But the demands of a rapidly increasing Western trade, induced them to open a house at Kansas City about one year ago, where the business at once took a leading position under the efficient direction of Mr. Harry Jones, who is the resident manager at this point and junior member of the firm. Since the inception of the business there has been gratifying report of a large and steadily increasing trade, which extends all through Kansas, Missouri, Colorado, New Mexico and to a considerable extent into Nebraska. The fruits and products dealt in consist mainly of bananas of which upwards of two carloads on an average are handled weekly. The greater part of the cocoanuts sold in the market are supplied through the medium of this enterprising firm. Foreign and domestic nuts of every kind are also a part of the stock in trade, and the house makes a specialty of California fruits in their season, as well as Malaga grapes, which are received in carload lots. Other special lines for which this house is famous, are foreign and domestic dried fruits, comprising figs, dates, raisins, currants, prunes and California evaporated fruits, for which

a very large and constantly increasing demand exists all through this section of country. New Jersey and Wisconsin cranberries constitute another feature of the great variety of fruits handled by this house. The premises occupied for business purposes are eligibly located and consist of two commodious floors 25x125 feet in area, and conveniently arranged for the safe receipt, storage and shipment of goods. A single representative of this house takes care of its interests within its trade territory, as a system of quotations through the mail to correspondents is deemed quite sufficient for the purpose of inducing a desirable patronage, prices and honorable business methods being the main considerations with *bona fide* purchasers. This house stands in the front rank of the fruit commission business of the Gate City.

Chapman & Dewey.—Wholesale Lumber; Office, 20 Security Building, Corner of Sixth and Wyandotte Streets.—This firm, which is composed of Messrs. W. H. and E. H. Chapman and W. C. Dewey, is largely engaged as manufacturers of and wholesale dealers in lumber, the firm running twenty-two portable mills, most of which are located in Missouri and having a monthly cut of about 1,500,000 feet, principally in cottonwood, specially adapted for box lumber. In addition to their own cut the firm deals largely in the cut of other mills, and has at all times on hand and for sale large stocks and diversified assortments of native woods, cottonwood, sycamore, elm, walnut, maple, ash, and oak timber, pilings, ties, posts, etc. They have a yard located at Nineteenth and Wyoming streets, where they carry a large stock of hard woods and soft lumber, and which is conveniently located to facilitate handling and shipment, and the firm does, in addition to a very large local business, an extensive shipping trade to Nebraska, Colorado and Kansas. They have a very large business in railroad timber, ties and pilings and also in elm and sycamore for foundation work, as well as a large business in timber for boxes, sewers, foundations, etc. All the members of the firm are experienced men in this department of business, and the firm enjoys the confidence and patronage of the trade, as a result of the uniformly fair and accurate methods upon which their business is conducted. Mr. W. H. Chapman, in addition to his position as a member of this firm, is Secretary of the Kansas City Bridge and Iron Works; and all the members of the firm are thoroughly accurate business men, under whose supervision the business is conducted in a manner which compels success.

Continental Shot Works.—North End of Santa Fe Street.—The Continental Shot Works is one of Kansas City's notably successful enterprises which has enjoyed a comparatively short, though highly satisfactory existence. The business was first established in 1885 by the present proprietors, Messrs. Hugh Merrie and F. C. Ripley, both of whom have been engaged in the lead industry for the past fifteen years. Thus they are endowed with that valuable requisite, experience, coupled with an established reputation for being business men of honor and high standing in commercial circles. The building occupied by them is two stories high, 75 feet in breadth by 100 feet in length and their capacity to manufacture is one thousand sacks of shot per day. The firm are catering to a rapidly increasing trade by manufacturing a superior article at lowest prices. They give employment to five assistants and make a specialty of highly finished standard drop and buck shot.

L. L. Graham.—Scenic Artist, Contractor for Stage Equipments, Theatrical Hardware, Frame Work, Canvas, Traps, Bridges and Every Necessary Equipment of First Class Theatres; 525 & 527 Main Street.—Such industries as the one under special notice, are among the necessary concomitants of a rapidly developing metropolitan community, indicating that spirit of enterprise that caters to refined taste and social enjoyment. Mr. L. L. Graham is a prominent representative of the scenic art in Kansas City, having established this business here four years ago in conjunction with Mr. Davis, who withdrew from the firm some two years since. Mr. Graham is an adept in this line, having followed the business upwards of twenty-five years. His first experience in the school of art was had at McVicker's Theater, Chicago, Ill., and subsequent training in San Francisco, Cleveland, Memphis and New Orleans. His establishment here is eligibly located at 525-527 Main Street, and consists of a studio and shops fitted up with every essential appliance and convenience for the correct and expeditious execution of the work, which comprises high art stage scenery and equipments, rich and elegant stage

curtains, stage properties of every description, theatrical hardware, frame work, canvas, traps, bridges, etc. One special feature of Mr. Graham's industry is his advertising drop curtain, which is richly draped on the top and sides with royal crimson and heavy bullion fringes and pendants gracefully falling on steps painted at bottom of curtain. In the center is a large and artistically painted picture in stucco frame, which is surrounded by a border of deep Prussian blue, divided into spaces for the insertion of business cards. The cards may be lettered in a becoming and artistic style in bright gold, the whole having a brilliant and pleasing effect. There are usually from eighteen to twenty of these spaces of varying sizes to suit the advertiser as to the amount he desires to pay. Full particulars concerning this feature will be furnished by mail, upon application, to theatre managers, hall proprietors and others interested; as well as any other information appertaining to stage equipment and carpentry. Mr. Graham has executed stage work for some fifty or sixty houses in Nebraska, notably at Omaha and Lincoln, etc., and for forty-five different houses in Kansas, including Winfield, Wichita and Anthony, also at St. Joe, Hannibal, Springfield and many others in Missouri. There are at times as many as thirty-six men in his employ upon an average weekly pay roll of \$500.00, Mr. Graham giving his personal attention to every detail of this most intricate work. Contracts were made for Priests of Pallas and trades displays and pageants in Kansas City.

Osborn & Powell.—Real Estate Brokers; Rooms 13 and 14, Wales Building, Northwest Corner of Sixth and Delaware Streets.—This industry was organized and established in 1886, by the present firm, and is now conducting an annual business of \$300,000. The principal portion of its trade is located in Missouri and Kansas, and it is enjoying an extensive city business. Its specialties are the purchase and sale of residence property in all the various additions and in Argentine, as well as outside and inside property generally. This firm are the owners of over \$250,000 in real estate in Argentine, and also have large interests in Simmons & McGeehan addition, and they own entire the R. P. McGeehan addition and also considerable city and Wyandotte property. They are agents for the sale of many other popular additions. They recently sold a tract of land containing 266 acres, near Argentine, Kansas, for the neat little sum of \$312,000, besides other large sales ranging from \$50,000 to \$100,000 and upwards. Mr. W. H. Osborn is a native of Ohio, was formerly engaged in the real estate business in Cleveland, that State, but previous to that time was of the firm of Adams, Osborn & Goodwillie. He went to San Francisco, California, where he established the first electric motor in that city. He came to Kansas City about one year ago and entered into the real estate business, that has achieved a brilliant success. Mr. W. L. Powell is a native of Illinois, but has been a resident of Kansas City about three years. Besides being interested in the Argentine Real Estate and Investment Company, he is a stockholder in the Kansas City Radiator and Iron Foundry Co. and other enterprises here. This firm have two branch offices located in this city, and are doing a prosperous and profitable business.

Pearsons & Kiersted.—Consulting Engineers; Water-works Building.—G. W. Pearsons was called here in 1878 to plan and build the water-works, and has been chief and consulting engineer of the works since their construction, but with an important outside practice in civil and mechanical engineering, his works ranging from Maine to Colorado and from Lake Superior to the Gulf. The work here lately requiring most of his time, he has associated with him Mr. W. Kiersted, formerly of Omaha, and his son, M. R. C. Pearsons, in order to be able to continue his practice in other localities. The specialties of the firm are water-works and sewerage, but being practical mechanics the range of their ability is greater than that of most similar firms.

S. D. Mills Jewelry Company.—S. D. Mills, President; H. F. Sloane, Vice-President; H. S. Mills, Treasurer; Manufacturing Jewelers; Rooms 300 and 301 Alamo Building, Corner of Seventh and Delaware Streets.—This business, which is strictly manufacturing, was established in 1882 by Simeon D. Mills, and conducted under his name at 725 Main street until January 21, 1886, when it was incorporated, and soon afterwards removed to its present location. In their factory are all the latest improvements known to the jewelry trade. Their machinery is driven by

electricity and the melting and refining is all done by one of the latest improved gas melting machines. The trade of this concern has enjoyed the steady growth of all carefully conducted businesses in this city. They are at present employing a large force of highly skilled mechanics, and manufacture only solid gold jewelry and diamond mountings, of which the latter is by far the largest part of their product. They keep constantly on hand a large and carefully selected stock of diamonds and other precious stones, making their purchases through some of the largest importers in New York City.

U. S. Wind Engine & Pump Co.—Manufacturers and Dealers in Halladay's Standard Wind Mills, and a Full Line of Railway, Village, Farm, and

Oriental Water Supply Materials; Factory and Principal Office at Batavia, Ill., Branch House, 1311 and 1313 West Twelfth Street.—This celebrated factory of wind engines and pumps is located at Batavia, Ill., having been incorporated at its inception in 1859. The Kansas City branch was established in 1881, since which time its course has been steadily onward. It occupies a commodious five story brick building, 48x125 feet in dimensions, fronting on 1311 and 1313 West Twelfth Street, with a railroad track entering the warehouse, thereby rendering the receipt and shipment of goods rapid and convenient. Twenty-five employees assist in the various manipulations of the house, while five traveling salesmen represent its interests upon the road, and aid in extending its patronage, which at present is principally throughout Missouri and



Kansas. The business amounts in volume to \$450,000 annually. The resident manager, H. S. Ferguson, is a native Illinoisian. He has been the resident manager since 1882. In connection with the manufactures named, this house also deals in plumbers' supplies, brass goods, belting, hose, steam-pumps, tanks, "I. X. L." feed inills, road scrapers, etc., all of which are of superior grades. A personal inspection of these goods is respectfully invited, correspondence attended to with care and dispatch and a perfect system prevails in every department of this establishment under Mr. Ferguson's management.

Robert Salisbury & Co.—Real Estate and Loan Brokers; 727 Walnut Street.—This business began in 1883 under the name of Salisbury & Walmsley, but changed to its present style and name in 1885, with Robert Salisbury and Daniel Geary as copartners. They confine their whole attention to city operations, as a rule, giving special attention to residence property, and do a good and profitable business. Mr. Salisbury has resided twenty-eight years in Kansas City, and was Assessor for twelve years for the city, previous to which, he held the responsible position of Government Assessor, so that probably no man in the city is a better judge of the value of real estate than he, and consequently investors would study their own

interests by placing their funds in his hands. Mr. McGeary has been thirty years in the city and was formerly in the banking business and is an able financier. The firm invest money, collect rents, and pay taxes for non-residents, and no more reliable agents are to be found in the city. They stand high in public favor, and command the confidence of a wide patronage all through this section.

G. W. Strope & Co.—Wholesale and Retail Pianos and Organs; 206 and 208 West Ninth Street.—This enterprise was originally established in New York City by Mr. G. W. Strope, in 1857. Subsequently the business was removed to Chicago, and eleven years ago this city was found available for the display of the indomitable skill and enterprise of the subject of this sketch. The firm deal in pianos of their own manufacture and the Behning piano, also organs of standard makes. The trade is local and extends to the States of Missouri and Kansas with a steady increase in the volume of business done annually. There are eight competent assistants in the employ of the house. The premises are eligibly located at 206 and 208 West Ninth street, and consist of a handsome three-story brick structure, 25 x 107 feet in dimensions, completely stocked with instruments and supplied with every modern convenience requisite to the conduct of the business, and elegant plate glass fronts in which are artistic displayed specimens of the goods carried by the house. Mr. Strope is a native of the Empire State, where he acquired a thorough knowledge of this industry, and is considered an adept at the business. His success is due to consummate skill in the manufacture of instruments, and close attention to the conduct of his affairs.

The Railroad Employes Investment Company.—Offices 122 and 124 West Third Street.—This company was originally instituted by railroad employes, but as it grew in importance, others became interested in the enterprise and it finally assumed its present corporate form in 1884, with Messrs. H. C. Litchfield as President; T. B. Spellman, Vice-President; Clark Jones, Treasurer, and W. G. Viereg, Secretary. These officers are business men of ability and high commercial standing. Mr. Litchfield is also President of the Railroad Transfer Co., whose offices are in the same building, and has special mention in another part of this work. Stockholders in this company may take as many shares as they wish, and pay one dollar monthly per share. This company owns considerable property in the city, notably, a thirteen acre tract on Woodland avenue, which is at present subdivided into parcels of one acre each, but these will, probably, be further subdivided and put upon the market in the early spring. The company also own property in Litchfield Place, on Grand Boulevard, which is now on the market. Troost's second addition also belonged to them, but has been disposed of, as has also 200 feet they had on Olive street. The value of these properties is an index of the flourishing condition and financial strength of this corporation.

The Railroad Transfer Company.—H. C. Litchfield, President; F. W. Schulte, Vice President; W. H. Seeger, Secretary and Treasurer; 122 and 124 West Third Street.—Reliable transfer companies are a necessity in large cities, like Kansas City, where shippers break bulk, and this company is responsible, reliable and highly efficient in the service they render. They occupy, at 122 and 124 West Third street, a building 50x160 feet, and employ twenty-five men and from fifteen to eighteen double teams. The company was formed in 1872, and has won the confidence of shippers by prompt and faithful handling of merchandise. They have correspondents in San Francisco, Boston, St. Louis and Chicago, who consign car loads here for re-shipment, distribution or city delivery, for which last they have special package wagons. The officers of the company also hold responsible positions in other important concerns, Mr. Schulte being connected with the Meyer Bros. Drug Company, while Mr. Seeger is Cashier of the Citizen's National Bank. Mr. Litchfield is a prominent business man, and is also President of the Railroad Employes Investment Co., whose notice appears in another part of this work.

Jerome Twitchell & Co.—Corrugated and Standing Seam Iron Roofing, Siding, Ceiling, Etc., and Building Material Generally; 521 Delaware Street.—This business was established in March, 1886, by Mr. Jerome Twitchell, who continued the business alone until December, 1886, when he was joined by Mr. W. F. Norman, forming the present firm. The office of the firm is eligibly located at 521

Delaware street, in addition to which they have a spacious warehouse at 1312 and 1314 West Twelfth street. The firm are Western agents for the Cincinnati Corrugating Co.; the National Sheet Metal Roofing Co., of New York; The Dodd Manufacturing Co., of New York; The Fred. J. Meyer Manufacturing Co., of Covington, Ky.; and Perkins & Son, iron shutters. They also deal largely in building materials of every kind, and do an extensive and steadily growing business with builders and contractors in the city and throughout the States of Missouri, Kansas and Colorado and New Mexico. Being agents for leading manufacturers in this department of industry, the firm is enabled to offer unsurpassed inducements both in quality and price to the trade, and both members of the firm being business men of experience, and closely attending to all the details of the business, they have secured the favor and approbation of the trade, and have established their enterprise upon a substantial and successful basis. Mr. Twitchell, of the firm, came from Louisville, Ky., to Kansas City in 1879, and engaged in the commission business until the inauguration of this enterprise, and Mr. Norman, his partner, was engaged in commercial pursuits at Nevada, Mo., prior to coming here. Both are gentlemen of superior business attainments, who bring to the business all the elements necessary to lead it to prosperity.

J. C. Salmon & Co.—Merchandise Brokers; 1318 and 1324 Union Avenue.—Eight years of active commercial life which this house has enjoyed, has resulted in a business prosperity far exceeding the early anticipations of the founders, Messrs. J. C. Salmon and H. D. Seavey. The business has been pushed into its present leading position of prominence among the largest houses of Kansas City, by the untiring and intelligent efforts put forth by the above named gentlemen. The building occupied is a commodious, brick structure, 50 x 100 feet in dimensions, with railroad switches at the rear for the expeditious receipt and shipment of goods. Mr. J. C. Salmon has been a resident of Kansas City nine years. He was born in New York, and has had a life time business experience as a merchandise broker. Mr. H. D. Seavey has lived here five years. He is also of New York, but previous to removing here he was a well-known merchandise broker of Chicago.

Benj. McLean & Co.—Hides and Wool; Corner of Tenth and Hickory Streets.—One of the most important and influential enterprises of the Gate City, as well as one of the oldest, is that of Messrs. Benj. McLean & Co., the individual members of which are Messrs. Benj. McLean and F. E. Tyler. The business had its inception twenty-three years ago, Mr. F. E. Tyler being admitted to a co-partnership in 1881. Branch houses are established at South Pueblo, Durango, Gunnison City and Alamosa, Colorado; Butte City, Montana, and Santa Fe and Socorro, New Mexico. Through these they cover a wide expanse of territory from whence their valuable supply of hides and wool is derived, and the largest stock of this valuable product carried of any similar concern in the United States. The firm have superior facilities for storage, curing and taking proper care of their hides and wool. Their premises are eligibly located, convenient to railroad lines radiating in every direction; owning switches that pass in front and rear of their warehouses, which consist of a substantial brick structure three stories in height, 100 x 100 feet in dimensions with ample basements and yards. There are seventy-five men in their employ at an average monthly pay-roll of \$6,000, a number of whom are constantly traveling throughout Old and New Mexico, Colorado, Nebraska, Kansas, Texas and California buying stock for the house. The firm has also competent representatives in Boston, Philadelphia, New York and other large Eastern cities, negotiating sales in home and foreign markets. Their business transactions amount to upwards of \$2,000,000 annually. Mr. Benj. McLean has been a resident of Kansas City upwards of twenty-three years. He is a Canadian by birth and education, and prior to engaging in this enterprise was a tanner by occupation. He is also largely interested in real estate and cattle dealing. His associate in business, Mr. F. E. Tyler, has been a resident of this city seven years. He formerly resided in the State of Indiana, and was engaged in the hardware trade for many years. In every respect this business enterprise is eminently representative of Western progress, and Kansas City may well be proud of one of its main factors in the development of industrial enterprise here. The success and rapid growth of this house in commercial importance, is due to the indomitable courage and business sagacity coupled with that high commercial integrity that characterizes the members of this firm.

R. I. McQuiddy.—Real Estate; 323 Alamo Building.—This business was established in 1886, by Dr. R. I. McQuiddy, with a view to taking advantage of the important development of the real estate interests of Kansas City, owing to the increasing demand for residence and business sites, and the consequent rapid enhancement of city and suburban property. The location of this business at the outset was at No. 564 Walnut street, but was removed to the present quarters in September, 1887. The transactions of this office consist in the sale of city, farm and acre property, among the most desirable for business, residence and farming purposes. Dr. McQuiddy hails from Kentucky; has been a resident of Kansas City two years, and in his business connections is associated with the Frankfort syndicate, and another private syndicate, which have considerable realty in the Eastern Bottoms. The Doctor is also a member in high standing and one of the organizers of the Interstate Real Estate Exchange. Prior to engaging in the present enterprise he practiced medicine in his native State of Kentucky for a number of years. He is a business man of large experience, and possessor of more than ordinarily sound judgment and commercial tact. His enterprise has proved a decided success and a promising future awaits his well directed efforts.

H. Oppenheimer & Co.—Wholesale Dealers in Watches, Diamonds, Jewelry, Etc.; 607 Delaware Street.—This business was established by Mr. Herman Oppenheimer, who is its sole proprietor, in January, 1880, since which time he has enjoyed a large and steadily growing trade, as a result of the extent and diversity of his stock, which embraces everything in the line of watches, diamonds, jewelry, etc., of every description. His business is exclusively at wholesale, and he has in addition to twelve competent clerks and assistants who are employed in the house, a staff of four active and experienced traveling salesmen of wide acquaintance, who represent the house in a territory comprising Missouri, Kansas, Iowa, Dakota, Nebraska, Indian Territory, Arkansas, Texas, New Mexico and Colorado, in all of which the firm has an unsurpassed reputation with dealers, as a consequence of the uniformly reliable and accurate methods upon which Mr. Oppenheimer conducts his business. In addition to his proprietorship of this business, Mr. Oppenheimer is connected with the S. D. Mills Jewelry Co., of this city, manufacturing jewelers, and is otherwise identified with prominent business affairs. Since engaging in his present enterprise he has applied himself with industry to the development of the business with the result of present success and a bright outlook for the future.

The Kansas City Investment Company.—Edward E. Holmes, President and Treasurer; Willis G. Myers, Vice-President; George M. Van Evera, Secretary; Alfred N. Gossett, Auditor; Security Building, Sixth and Wyandotte Streets.—One of the best known and most substantial of the investment corporations of the West is the Kansas City Investment Co., which was incorporated in 1882, and which now has a capital stock of \$200,000. The company makes investments secured by first class mortgage on real estate in Kansas, Missouri and Texas, and has a large and steadily growing patronage from capitalists in all parts of the country, who are attracted by the advantages which investments in real estate in the territory covered by the operations of this company offer in the way of return in interest. The company has since its organization loaned over \$5,000,000 and the system adopted is in every respect such as to commend it to favorable consideration and patronage. The company keeps on hand a large assortment of real estate bonds for sale, collects and awards interest and principal free of expense for the holder of the notes, and issues debenture bonds. All securities are carefully examined, and as a preliminary to each investment, the company satisfies itself not only as to the character and quality of the land, but also regarding the character and credit of the borrower, his standing, reputation, etc. The company makes a specialty of loans on farm lands and Kansas City improved property, and its facilities for favorable investments of this character are not surpassed by any financial institution in the West, its experience in the business enabling it to make careful selection of securities. The Eastern office of the company is at Market Square, Portsmouth, N. H., where the Vice-President, Mr. Myers, resides. In addition to their connection with this company, they are also prominently connected with other important investments in the West, including The New Hampshire Investment Co., and Rockingham Land Co., both of which are incorporated under the laws of Missouri. Mr. George M. Van Evera, the Secretary of the company, is a gentleman

of superior business attainments, who devotes his entire time and attention to this business, and who has largely contributed by his efficiency to the steady expansion of the business of the company from its organization to the present time.

William B. Grimes Dry Goods Company.—W. B. Grimes, President; M. A. Potts, Vice-President; J. J. Swofford, Second Vice-President; Geo. B. Mills,



Treasurer; Importers and Jobbers of Dry Goods, Notions and Furnishing Goods, and Manufacturers of Staple Clothing; 512, 514 and 516 Delaware Street.—This substantial and prosperous house is justly regarded as one of the most prominent dry goods establishments of the country, and is certainly without a superior in the West, either in the extent of its resources or the volume of its trade. The company was incorporated January 1, 1883, with a paid-in capital stock of \$300,000. The premises occupied embrace a five-story and basement building, erected by Mr. William B. Grimes especially for the purposes of the company, and eligibly located at 512 and 516 Delaware street, having a frontage of seventy-five feet by a depth of

one hundred and forty feet. Here is stored, in generous profusion, everything in the line of staple and fancy dry goods, including, in addition to the finest productions of American mills, full and complete lines of imported English and French dress goods, blankets, white goods, laces, embroideries, notions, hosiery, gloves, furnishing goods, etc., the stock in each of these departments being kept thoroughly assorted, and containing in addition to staple goods, all the latest novelties in styles and fabrics. In addition to this business, the company is also largely engaged in the manufacture of men's duck, denim, cottonade, jeans and cassimere clothing, in which line their product is without a superior, and is largely in demand by dealers. About forty-five clerks and assistants are employed in the house, and eighteen experienced traveling salesmen represent the firm in its trade territory comprising Missouri, Kansas, Nebraska, Colorado, New Mexico, Arizona, Indian Territory and Arkansas. The company has most ample resources and every facility for the successful prosecution of the business, which is very heavy, and covers its territory completely. Vast as the trade of the house is, every detail of its business is conducted upon perfect system, which insures accuracy in its transactions, promptness in filling orders and satisfactory relations with its customers. A correct knowledge of the wants of the trade, sound judgment in the management of the business, and honorable methods in all their dealings have secured for the house the gratifying success it now enjoys, and a steady increase in the volume of its trade from year to year. The company has a New York office located at 51 Leonard street, at which Mr. F. W. Guinn is located as the resident buyer, in which department of the business he has had long experience, having been extensively engaged in the dry goods and commission business in New York City prior to the organization of this company. Mr. W. B. Grimes, the President of the company, is a native of Hartford, Conn., from which he went to Texas in 1855, engaging in the cattle business, of which he made a grand success, and in which he is still largely interested both in Texas and Indian Territory. In 1877 he came to Kansas City and invested extensively in real estate, and in 1882 his judgment as to the future of Kansas City led him to formulate the present enterprise, and he built the premises now occupied by the company, which was organized and began business at the commencement of the following year. In addition to his position at the head of this corporation, Mr. Grimes is prominently identified with leading business and financial enterprises in the city, and is President of the American National Bank, President of the Electric Light Association of Kansas City, a large owner of real estate in the business portion of the city, and in every way identified prominently with the progress and development of the city. Mr. M. A. Potts, the Vice-President of the company, came to this city upon its organization from St. Johnsbury, Vt., where he had for twenty years filled an important and prominent position in the Fairbanks Scale Company. In his hands the practical management of the business of the company is placed, and his long business experience, superior executive ability and first class business attainments especially fit him for the position which he has filled from the inception of this corporation, and which has largely contributed to the rapid increase in the business and expansion of the trade of the company. Mr. J. J. Swofford, the second Vice-President, is a resident of Kansas City, to which he removed during the present year, but is still a member of the successful retail dry goods firm of Swofford Brothers, at Shawnee, Ill. Mr. George B. Mills, the Treasurer, is a gentleman of extensive business experience, and was formerly a member of the banking and brokerage house of Latham, Alexander & Co., of New York City. Thus officered by successful business men, and possessed of the advantages of a large capital, unsurpassed facilities and sagacious management, the position occupied by this great house may be regarded as the result of merit.

The People's Investment and Building Company.—J. E. Truitt, President; W. K. Greene, Secretary and Treasurer; 704 Delaware street, Ground Floor.—This enterprise was organized and incorporated in May, 1887, with a paid up capital of \$5,000, which was soon afterward increased to \$25,000, paid up, and it has since done a very satisfactory business, financially and otherwise. It now keeps constantly in employ thirty to thirty-five energetic men, with an average weekly pay roll of about \$500. It handles largely real estate in Kansas City, Mo., and the new consolidated city, Kansas City, Kas., and in making investments for Eastern capitalists it also deals largely in addition property. This firm is prepared at all

times to build residences and business houses on time payments, and is constantly exchanging property and selling on monthly payments. The members of this firm are justly regarded as authorities on all matters pertaining to real estate in Kansas City and its surroundings, and their experience in the business, and close and accurate knowledge of present and prospective values, renders the firm a most valuable medium for the transaction of any business relating to real property. Mr. J. E. Truitt, President, formerly resided at St. Louis, where he was engaged in the contracting and building business for nine years. He has been a resident of Kansas City two years, and has been connected with the real estate business, altogether, about eleven years. Mr. W. K. Green, Secretary and Treasurer, is a native of Illinois, has been a resident of Kansas fifteen years, and has been in the real estate business two years. Both these gentlemen stand fully to the front in business circles, and have an enviable record for fair and honorable dealing throughout all their various transactions.

Owen Jewelry and Stationery Company.—Louis H. Owen, President; Stationers, Engravers and Jewelers; 812 Main Street; Wholesale Warehouse, 816 Walnut Street.—Mr. Owen, the President of this corporation, came to Kansas City in 1880, and in 1881 went to Denver, Col., and in partnership with Mr. Elgan, established a stationery and engraving business in that city under the firm name of Elgan & Owen. In 1886 Mr. Owen returned to Kansas City, and established this business as a branch of that firm, afterward purchasing Mr. Elgan's interest, Mr. Elgan remaining in Denver in charge of the business there, which is still jointly owned by Messrs. Elgan and Owen. On October 15, 1887, in consequence of the greatly expanded volume of the business of the Kansas City house, it was incorporated with a capital stock of \$50,000, Mr. Owen becoming President of the corporation, still remaining at the head of the business and the practical and efficient manager of its affairs. The stock of the house is very large and valuable, embracing the finest watches, a superior assortment of diamonds, fine stationery of every description and all goods pertaining to this line, and in addition the company does every description of steel and copper plate engraving in the finest style of those arts. The house not only enjoys a large local patronage at retail, but also does an extensive wholesale business, covering the entire West. The retail house is eligibly located at 812 Main street, where the goods carried in the stock are displayed in large supply and completely diversified assortment, while the wholesale warehouse is located at 816 Walnut street. Twelve clerks and assistants are employed in the house, in addition to which traveling salesmen represent the firm on the road. A specialty is made of the engraving of wedding cards, business cards, visiting cards and all other kinds of fine work in the highest style of the art, and the productions of this establishment enjoy a merited celebrity for their great superiority and artistic merit. A thriving business is done, and the house, as a result of the close and accurate attention paid by Mr. Owen to all the details of the business and his thoroughly reliable methods of dealing, has secured a position in the favor of the trade and the public not surpassed by any other concern in its line in the country.

Sweet Brothers.—Real Estate and Investments; Room 212, Alamo Building, Northwest Corner of Delaware and Seventh Streets.—This firm was organized by Carlos E. and Arthur C. Sweet in March, 1887. Mr. Carlos E. Sweet had previous to that time been one of the partners of the firm of William B. Chamberlain & Co., real estate dealers, and one of the first firms to become interested in Randolph property. Both the members of the firm are natives of Nebraska, where their father was engaged in the banking business from 1857 until 1885, in which business both of these young men were reared, and from the end of their school days until 1886 were actively engaged. The firm make a specialty of improved, income, business and manufacturing property, and deal but very little in outside and residence addition property of the lower class. They also give their attention to mining and timber properties, and are largely interested therein, owning a number of silver mines in the Black Range in New Mexico, three of which are now producers, and also being interested in coal and lead properties in Missouri, which have been developed sufficiently to insure a steady income. They also place money on first mortgages on improved property in Kansas City. They have been very successful in their investments since the commencement. They usually invest their own

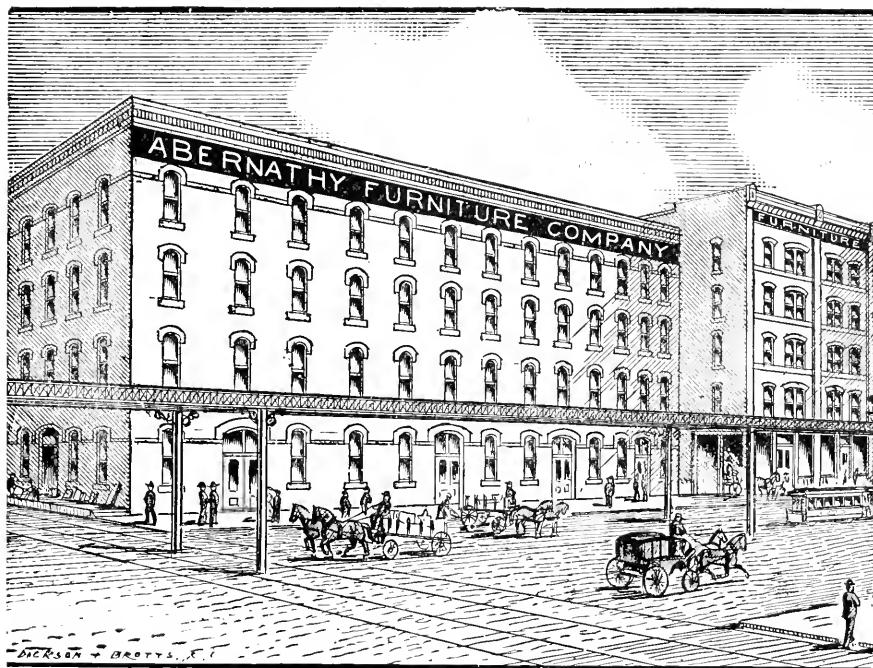
money, and advise patrons to do the same, in property which is centrally located for improvement, but which has been overlooked by the bulk of investors. They are thus enabled to purchase at low figures and on better terms than if the property was being advertised by all agents. It was in this way they became interested in Randolph property. They were convinced that property within eight miles of the business center of a city of 150,000 people, and within a mile or so of the depot of four great trunk lines, was worth more than from \$20 to \$100 per acre, and that it could not remain long at those figures. They purchased as much as they could carry themselves and induced a number of their friends to do the same. They sold at greatly advanced figures within a short time, in some instances being enabled to sell at 100 per cent. profit on the total purchase before the expiration of the time allowed in which to close the purchase. Another of their customers purchased 150 acres in the same locality, paying down to bind the bargain \$500 on the contract, and disposed of 100 acres of the land for the amount he had bargained to pay for the whole 150 acres, before the delivery of the abstract on the property to himself. This man made over \$15,000 by this one transaction in about ninety days, and on an investment of only \$500. They also were early investors in Independence property, and hold much property in which they have from 400 to 700 per cent. profit on their money invested. They are members of the Interstate Real Estate Exchange, and also the Merchants' and Manufacturers' Bureau, and have lately assisted in organizing several manufacturing companies in Kansas City and vicinity. They have a regular department given to this branch, and will be glad to talk with any one who wishes to organize a company to either manufacture under a good patent or to develop mining or other property. Their offices are always open to visitors to the city, whether investors or otherwise, and they will take pleasure in answering any correspondence addressed to them with promptness and care.

D. M. Osborne & Co.—Kansas City Transfer Depot; State Line and St. Louis Avenue, Kansas City; R. L. Buchanan, Manager.—The headquarters of this important industry is located at Auburn, N. Y., where they have a plant that is fully equipped with every essential modern machine and appliance for the proper and expeditious execution of this work, which consists in the manufacture of harvesting machinery. The officers of this company are the following gentlemen: Messrs. D. M. Osborne, President; J. H. Osborne, Secretary, and G. W. Allen, Treasurer. Branch houses are located at Philadelphia, Pa.; Cleveland, O.; Chicago, Ill.; St. Louis, Mo.; Dallas, Tex.; Salt Lake City, U. T.; San Francisco, Cal.; Portland, Ore., and transfer depots in various parts of the country. Among the latter the depot at Kansas City under Mr. Buchanan's management is decidedly the largest and most important in this line. It was established in 1883, by Mr. John Callahan, representing the firm. Mr. Buchanan took charge in 1885 and under his efficient management the business has prospered materially, the trade now aggregating upwards of one half million dollars annually and extending to the States of Kansas, Colorado, Missouri, and Indian Territory and constantly expanding. A considerable business is also done in the transfer of orders for various other manufacturers, among which are The Oliver Chilled Plow Works and Fairbanks Wind Mills within the same trade territory. Mr. Buchanan has been a resident of this city about two years. He formerly resided in Ohio and previous to engaging in the management here was connected with the company's branch office in St. Louis, Mo. In all he has been in the employ of this great house upwards of five years. There are several men in the employ at this depot. The warehouse facilities are ample and complete with easy access to river and railroad transportation and a perfect system prevails in every department of this business. A deservedly great success has resulted from Mr. Buchanan's management up to this time and a continuance of prosperity for the future is assured as a result of the superior business tact employed in the direction of the affairs of this depot.

Ed. E. McMechan.—Investment Broker, Real Estate and Loans; 552 Main Street.—Prominent among the very heaviest and most successful real estate dealers and investment brokers of Kansas City is Mr. Ed. E. McMechan. He makes a specialty of investing Eastern capital, and his annual sales will average \$1,000,000. He is a member of the Real Estate and Stock Exchange, and has been conspicuously associated in commercial circles here since his establishment in business, in 1879. Among the larger and more important additions which have

been platted by him might be mentioned: The Hutchinson Place, east of the city and north of Independence Avenue; Brightwood, adjoining the city on the north; Headwood, adjoining Westport on the south, and many others. Mr. McMechan is a native of St. Louis, and previous to his removal to Kansas City was engaged as a merchandise broker. He is an active, enterprising business man, and one who has gained many friends by his upright and honorable methods of dealing.

Abernathy Furniture Company.—Manufacturers and Wholesale Dealers in Fine Furniture and Jobbers in Undertaker's Supplies; Office and Ware-



house, 1501 to 1517 West Ninth street; Factory at Leavenworth, Kas.—This industry is an important and special feature of Western progress. It was founded in 1856 by Col. J. L. Abernathy in Leavenworth, Kas. Subsequently a depot was established in this city, with a view to a more expeditious disposition of the product of the Leavenworth factory on account of the superior facilities afforded for transportation, as well as the rapid growth of Kansas City into metropolitan importance. The gentlemen constituting the firm are Messrs J. L. Abernathy, W. M. Abernathy, Wm. F. Jones, Alfred Benjamin and Frank L. Hall, all residents of this city except Col. J. L. Abernathy, who still resides at Leavenworth, Kas. The capital involved in this enterprise amounts to \$300,000, and the volume of its trade upwards of \$1,000,000 annually, the trade territory covered embracing Kansas, Nebraska and Colorado, and rapidly extending to adjacent States. A force ranging from 175 to 200 employes is engaged, and the weekly pay-roll for laborers alone aggregates \$1,100. The specialty of this house is fine grades of upholstered goods, which branch of their industry is carried on in this city at their premises on West Ninth street, and which are shown in the accompanying illustration. These premises have 200 feet front by a depth of 150 feet, four and five stories in height, with ample basement, the whole equipped with every modern appliance and convenience for the execution of the work, and the expeditious receipt and shipment of goods. The factory at Leavenworth is a substantial brick structure 100 x 100 feet, three stories high, also

completely equipped with all necessary plant and appliances for the manufacture of furniture. This company have business connections with several Eastern factories in kindred lines, whose goods they handle on consignment orders direct to the purchasers in various parts of their trade territory. Col. J. L. Abernathy is originally from Indiana, came West in 1856 for the purpose of engaging in the furniture manufacture. He is prominently connected with other enterprises in Kansas City and elsewhere, a Director of the First National Bank of this city and other banking institutions in the State of Kansas. Mr. Wm. F. Jones is the factory manager, a gentleman well adapted to the business by reason of his long experience. Mr. W. M. Abernathy, the son of Col. Abernathy, is the Cashier and financial manager, a young man eminently qualified for his responsible position. Mr. F. L. Hall is the assistant superintendent. He has been a resident of this city since 1879. This establishment has the reputation of being the oldest in its line West of the Mississippi river. It is one of the progressive industries of the West, and is conducted upon the most economical plan, its product being equal in merit to that of any Eastern factory.

D. S. Gordon, Son & Co.—Meachandise Brokers and Commission Merchants; 930-932 Mulberry Street.—Among the reputable firms that reflect credit upon the business methods of our merchant community, one of the most prominent is that of D. S. Gordon, Son & Co., which had its inception in 1873, Mr. D. S. Gordon being the originator of the enterprise, and subsequently taking his son Mr. G. M. Gordon and Mr. Howard E. Barden into partnership. The firm do a general merchandise brokerage and commission business amounting to upwards of \$4,000,000 annually, with a steadily increasing volume of trade all through the States of Missouri, Kansas and adjacent territory. There are five assistants in the employ, three of whom represent the house in their trade territory. This establishment ranks as a pioneer in its line and the largest in the city. The senior, Mr. D. S. Gordon, is a Kentuckian by birth, has been a resident of this city fifteen years, and was formerly in the wholesale grocery business in Louisville, Ky. His son, Mr. G. M. Gordon, has always been associated with his father either as clerk or partner since the inception of the present enterprise. Mr. Howard E. Barden is from Maine, has been a resident of Kansas City six years and has had extensive experience in commission and brokerage business. This concern has the reputation, well sustained by many years of an honorable commercial record in the transaction of their business, with a success almost unparalleled in the annals of trade, the result of judicious management and the exercise of correct business methods in all their dealings.

W. P. Overton & Co.—Dealers in Hard and Soft Coal; 429 Minnesota Avenue, Kansas City, Kas.—This business was established in 1879 by Mr. W. P. Overton, who afterward organized the Wyandotte Coal Company, of which he was President, subsequently selling out his interest in that corporation and associating himself with Mr. N. J. Abbott, forming the present firm. They do a large and constantly growing business with the citizens of Kansas City, Kansas, and the surrounding country, carrying on hand at all times large stocks of all sizes and grades of hard and soft coal, and are also largely engaged as dealers in lime, cement, hair, plaster, hay, feed, etc., and they commend themselves to the favor and patronage of the community by the promptness and accuracy with which they fill all orders for every description of goods in their line. Mr. Overton, the senior member of the firm, is a native of Missouri, and has resided in Kansas City, Kas., since September, 1855. He is a veteran of the Mexican War, and a citizen who is justly held in high esteem as a gentleman of superior business qualifications. He is largely interested in coal and mining, being a stockholder in the Pittsburgh & Midway Coal and Mining Co. Mr. N. J. Abbott, the other member of the firm, has resided in Kansas City, Mo., for the past six years, and in addition to his interest in this business, is prominent in military circles, being Major of the Jackson County Militia. The firm is a thoroughly reliable one, and its business has steadily increased from its inception to the present time.

Stone & Van Wambeck.—Manufacturers of Soda Water, Champagne Cider, Etc.; 2212 North Second Street.—It is fulfilling the prime object of this volume to record the history of successful houses, and among these the firm of Stone & Van Wambeck may be fairly classed. They have attained an enviable

position in the business circles of this city by their upright, fair dealing in the purest quality of goods and at prices low as the lowest. Their factory, located at 2212 North Second street, is a model of its kind and thoroughly equipped with every essential machine and convenience. The annual sales amount to \$50,000, and the capacity to produce is equal to 46,000 bottles per season. The factory was established in 1883, by Clark & Co., and succeeded by the present proprietors April 12, 1887. The machinery in use is from the celebrated works of John Matthews, New York. The building is two stories high, 25x90 feet in dimensions, with railroad switches passing the doors to facilitate receipts and shipments, Mr. D. Stone has resided here for twenty-two years. He is a native of Ohio and was formerly a coal dealer, and prior to that time in the mercantile business in this city. Mr. H. F. Van Wambeck is a native of Illinois, but has resided in Kansas City for eight years. He was formerly the trusted traveling salesman for Corle & Son, and both possess that energy and diligence characteristic of the public spirited city of which they are worthy representatives. Their house is among the very largest of the line west of Chicago.

Osborne & Pitrat.—Dealers in Books, Stationery and Wall Paper; 819 Main Street.—This mercantile industry was organized and established by the present firm in 1881, and has gradually increased in importance until it now enjoys a popularity second to none in the city. Among its varied stock will be found a full line of miscellaneous and gift books, wall paper, window shades, blank books, albums, architects' supplies, and fine stationery. The premises occupied by this firm embrace three stories, 22x130 feet, and the stock carried includes all articles required by the trade in all its branches. In stationery the assortment is complete in every particular, including commercial and fancy stationery of all kinds, full lines of blank books, all office requisites, and stationers' sundries of every description. Competent and polite salesmen are employed, and the proprietors give their undivided attention to the business. With ample resources and unsurpassed facilities which enable them to supply everything in their line in a prompt and satisfactory manner, this house will continue to grow in popular favor and is destined to success with scarcely a precedent in this branch of mercantile industry. Mr. Osborne is a native of Terre Haute, Ind. Moving to Kansas, in 1865, he settled in Garnett, where he entered in the book and stationery business. He has resided in Kansas City since 1878, where he has been very successful in his present avocation, and has won for himself many warm friends and admirers. Mr. Pitrat is a native of West Virginia, came to Kansas City in 1880, and is now reaping the rewards of his industry and perseverance, surrounded by a host of friends.

Miller & Tileston.—Real Estate and Fire Insurance Agency; 605 Delaware Street.—This firm, the individual members of which are Messrs. Hugh Miller and H. M. Tileston, was organized for business June 1st, 1886. The services of Mr. W. W. Horner were secured in the conduct of the department of real estate, for which he is eminently qualified by reason of his long experience and business sagacity. Mr. Hugh Miller is a Missourian, native of Clay County and became a resident of Kansas City about eight years ago, engaging in mercantile pursuits mainly. He is well and favorably known in business and social circles throughout the city and Western Missouri. Mr. H. M. Tileston is from the old Bay State and is a native of Boston, and has been variously occupied from early youth in mercantile pursuits. Endowed with natural business tendencies and schooled through long and early experience, his successful business career is assured. He has been a resident of Kansas City since 1881, and is acknowledged in commercial circles as one of the most efficient and reliable financiers of this city. This young and enterprising firm holds a prominent and leading position among the substantial real estate firms of Kansas City. Conspicuous among its business transactions since the organization, we note that they have platted and filed for record December, 1886, a suburb of Kansas City known as Randolph City, of which they are sole proprietors and which is rapidly developing into an important manufacturing district. It is situated five miles northeast of the Junction on Main and Delaware streets and the business center of Kansas City. It is also eligibly located on the Missouri river just below the Chicago, Milwaukee and St. Paul railroad bridge, which cost \$1,200,000. Several large manufacturers have already located at this point and four important trunk lines run parallel through it. Randolph is also the terminus of the Wabash, St. Louis and Pacific Railroad, where all this company's round houses, switch yards and repair

shops are being constructed. Abundance of coal and pure spring water is here found. A three foot stratum of beautiful marble underlays the surface a few feet. These are among the few natural advantages of this important suburb of the great Midland City. This firm put this valuable property upon the market in January, 1887, since which time they have sold choice building lots aggregating upwards of \$130,000 and upon which the purchasers may now realize a handsome profit if they choose to sell. These gentlemen are also large stock holders in the Randolph Coal Co., which is incorporated with a capital stock of \$100,000 and is an enterprise that promises very large returns on investments. The firm also do a very extensive business in the sales of residence and business property within Kansas City proper of which they still hold desirable bargains, offering purchasers the very best inducements. As to insurance, in this department of their business, the firm represent such companies as the North British and Mercantile, Lancashire, Phenix, Sun Fire and a score of other equally reliable companies which bespeak their facilities in this direction.

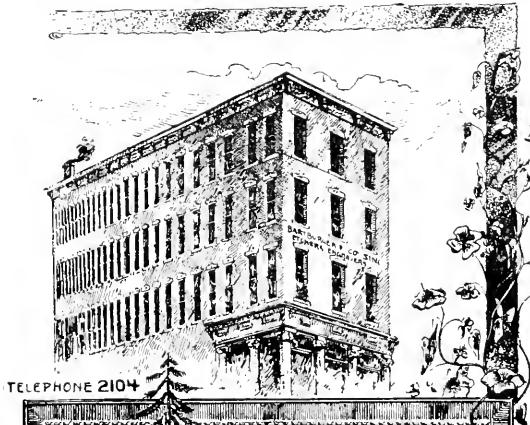
Peet Brothers & Co.—Manufacturers of Laundry and Toilet Soaps; Office, 301 Delaware Street; Factory 101 to 111 West Levee.—The above firm conducts one of Kansas City's leading industries and one that has a well founded reputation all through the trade territory embracing Kansas, Nebraska, Missouri, Texas, Indian Territory, New Mexico, Colorado and Iowa. Messrs Robert and Wm. Peet established this extensive soap manufactory in 1872. The capital invested is \$75,000 and the general arrangement and system observed is a model one in every particular. From twenty-five to thirty men are in the employ of the house on an average pay roll of from \$1,400 to \$1,500 monthly, while four traveling salesmen represent the interests of the house throughout the business territory above mentioned. The annual business reaches between \$160,000 and \$200,000 and the capacity to manufacture is 300,000 pounds monthly, the special grades being several superior and widely famous laundry soaps, leading among which are the unexcelled "Ruby" and "Saxou" brands. Mr. Robert Peet has had twenty-five years' practical experience in the manufacture of soap and is thoroughly informed in every important feature of the art. Mr. Wm. Peet, in addition to his interest in this firm, is also connected with the Kansas City Varnish Company, a prosperous concern of this city. The Cocoa Oil Soaps manufactured by Peet Brothers are in demand by dealers all over the country.

Albion P. Pease.—Real Estate; Room 509, Nelson Building, Corner of Main Street and Missouri Avenue.—This firm succeeds to Pease, Leach & Co., of which Messrs. Albion P. Pease and E. O. Leach were the original members, and which was dissolved January 2, 1888, Mr. Pease continuing the business. The firm had been actively engaged in business in other lines, Mr. Pease having been connected with the Kansas City Storage and Commission Co. Mr. Leach is from Boston, where he had previously been in the leather business. Since embarking in the present enterprise, this firm has secured a generous share of the business in real estate transactions and carried on all the departments of the business in a manner satisfactory to its clients and in every respect efficient. Mr. Pease is prepared to buy and sell or exchange city and suburban properties and enjoys connections which enable him to dispose of city property to the greatest advantage and as a consequence he is largely patronized and has at all times on hand and for sale a number of superior business and residence lots. Mr. Pease has had the advantage of a large experience as to the location and value of lands in this section by reason of the excellent opportunities offered him through his official position as United States marshal for this district for a number of years. He is at present Secretary of the Kansas City Fruit and Produce Exchange, one of the most important commercial organizations of the city. Closely attending to every detail of his own business and guarding the interests of his clients with the utmost fidelity, besides performing such other duties as devolve upon him, his success is assured and a deservedly bright business career awaits him in the future.

S. A. Metzner.—Stove Repairs of Every Description; 511 Bluff Street.—A stove repairer is a useful acquisition to a housekeeping community and where such a business is well advertised it is certain to be well patronized. Hundreds of stoves with but slight defects are discarded every year, in every city in the United States,

because the owners do not know where to have them repaired and cannot use them as they are. The consequence is a large loss to the community and increased profits to the stove dealers and manufacturers. The expert stove repairer saves the housewife or cook a great deal of worry and housekeepers a great deal of unnecessary outlay by making a slightly damaged stove as good as new at but a trifling cost. Mr. Metzner opened up his valuable business in 1881 at 1219 West Ninth Street, but moved to his present quarters in 1883. His business is not confined to Kansas City alone but the principal trade comes to him from all over the country including Colorado, New Mexico, Kansas, Missouri, Nebraska, Iowa, Indian Territory, etc. He carries constantly a full stock of stove repairs of every description and his business occupies two floors of a building 25x100 feet. Mr. Metzner is from Illinois and has been seven years in Kansas City. His house is deserving of the largest public patronage.

Bartberger & Co.—Wood and Photo-Zinc Engravers and Designers; Southeast Corner of Fourth and Wyandotte Streets.—Among the recently established art industries of Kansas City, one of leading importance is that one founded at the commencement of 1887, by Messrs. E. G. Bartberger and C. V. Nevins, who are highly skilled engravers and designers. Their former location was in Central Building, at the corner of Tenth and Main streets, but quite recently they removed to their present eligible quarters at the southeast corner of Fourth and Wyandotte streets. This firm employ three skilled artificers. This industry consists in designing and engraving on wood and photo-zinc engraving,



cess of transferring photographic designs to zinc. This work is done by these gentlemen in the highest style of the art, all their work giving perfect satisfaction to those desiring such service. This work is artistically executed in landscapes, buildings, machinery, portraits, furniture, stoves, monograms, glassware, cards, color-labels, posters, maps, etc., catalogue engraving being their specialty. Photo-zinc engraving is also well adapted for newspaper illustration, head-lines, labels, etc., either plain or in colors, and proves very acceptable, being also cheaper than wood engraving. Mr. Bartberger is from Pittsburgh, Pa., where he was engaged in similar business. His experience in this line covers a period of fifteen years. Mr. Nevins, his associate, is also an adept at the business. The premises occupied are ample for all practical purposes, being 25 x 60 in area, with an elegant display of their handiwork tastefully exhibited. The trade of this firm extends to the city and adjacent territory, and is constantly on the increase.

E. Schenkert.—Practical Furrier; Fine Furs, Seal Skin Garments, Caps and Trimmings; 1119 Main Street.—The fur trade is one of the most important enterprises in the country, both because of the value of the furs themselves and the skillful work required to make them into the handsomest garment worn by the human race. It is a trade for which a man requires a special and thorough training, and herein this establishment stands second to none, the proprietor himself being an expert, not only in the qualities and values of furs, but also in their manufacture. He established this business in October, 1886, and now employs twenty-five operatives and skillful fur dressers, and has a large and highly satisfactory trade, extending over the city and the States of Missouri and Kansas. His business occupies two stories of a building 25 x 150 feet, and he carries a full and complete stock both of furs and skins and manufactured goods, all of which are of the finest, selected

furs and the most perfect make. Mr. Schenkert is a native of Germany, and came to America in 1880 via New York, where he remained three years with Stearns & Co. From that city he went to San Francisco and engaged in the fur business there. His next and last move was to this city, where he has been since July, 1886, and to which he has added a flourishing business and a valuable business man.

The North & Ewart Lumber Company.—Manufacturers and Exclusively Wholesale Dealers in Yellow Pine; Mills and Branch Office, Sargent, Mo.; Main Office, 119 West Eighth Street, Kausas City, Mo.—The remarkable annual increase in the consumption of the products of the Southern pineries entitles the manufacturer of yellow pine to a prominent position among the important industries that are centering in Kansas City. The above named company is one of the largest manufacturers of Southern pine. Their new steam gang saw mill, just completed at Sargent, Mo., with a daily capacity of 80,000 feet, besides pickets and lath; their new steam dry kiln, and their extensive planing mill, give them facilities unsurpassed anywhere, North or South, for the rapid and perfect manufacture of every description of stock required by the trade. They are prepared to furnish anything and everything that lumbermen can use in yellow pine. With the increase of mills throughout the South, having the latest improved machinery in use, the Southern product must continue to encroach upon the territory of the Northern mills, and before long supersede them altogether throughout the Southwest. This company maintain their principal office in Kansas City as the most convenient center for communication with their patrons, and the supervision of the distribution and sale of the output of their mills. Their patronage has increased steadily since their organization, and they now command a trade which strains their fullest capacity to supply. This success has been fully merited by the superior standard of grading which they have maintained, and the prompt and liberal treatment of their patrons which they have carefully observed.

W. H. Jones & Co.—Investors of Capital, Loans and Rent Collectors; Room 200, Alamo Building, Corner Seventh and Delaware Streets.—This business was established in 1884 by the present firm. Their trade is principally located in Missouri and Kansas, and is constantly increasing, amounting during the past year to over \$1,000,000. This firm handles considerable Eastern capital, and is at present making large investments for non-residents. The established reputation of this firm has secured for them an extensive and profitable trade and in all its branches its business is thriving and prosperous, their long and intimate acquaintance with real estate movements in the city and the surrounding country having given them a close and accurate knowledge of values. Mr. W. H. Jones is a native of New York, and has been a resident of Kansas City five years. He formerly invested in the mercantile business in this city, and is now largely interested in street railroads. The extensive trade at present of this firm gives the strongest possible evidence of its high merit and the promptness and reliability of its business methods.

The Prudential Insurance Company.—John F. Dryden, President; Leslie D. Ward, Vice-President; Horace Alling, Second Vice-President; Hon. Henry J. Yates, Treasurer; Edgar B. Ward, Counsel; Edward S. Johnson, Secretary; Home Office, Newark, N. J.; Kansas City Branch Office, 71 Hall Building, Ninth and Walnut Streets; Ben Hill, Manager.—This enterprise was incorporated January, 1876, the above named officers now having the direction of its affairs. As its name implies, this company was founded upon wise, prudent and conservative principles. Its success is and has been deservedly great, owing to the consummate skill and honorable methods employed in the conduct of its affairs on the part of the officers and managers. A brief statement of the business done up to January 1, 1888, is herewith presented in support of the honorable record of this company and its substantial condition with reference to policy holders. Number of policies issued, 495,998; total death claims paid up to that date, \$2,778,243.02; liabilities, \$1,480,291.00; assets, \$1,967,369.13, with no death claims due or unpaid. The present and preceding years will show a considerable increase in the volume of business, with a decided improvement in its financial standing generally. The aims of this association are to provide the industrial classes an easy method of insurance whereby the humblest and most needy, as well as those who are more favored, may

be accommodated through this means. The company publishes and distributes gratuitously comprehensive circulars and illustrated pamphlets from time to time, that set forth in an intelligible manner the workings of the company in every phase of the business. In short, a more creditable enterprise in the insurance line can not be conceived to exist, either in this or any other land. Mr. Ben Hill, the efficient and gentlemanly manager of this division of the company's business, has been a resident of Kansas City since February, 1887. He had ably represented this company at Baltimore, Md., and Washington, D. C., prior to taking charge of the management at this point. He is thoroughly conversant with every detail of the insurance business, and a creditable representative of the company's active and intelligent corps of assistants.

McCoy & Underwood.—Live Stock Commission Merchants; Room 32, Stock Exchange Building.—Established in 1881, and one of the largest and most ably conducted live stock commission houses in the Stock Exchange, is the popular firm of McCoy & Underwood. This house, from the prestige it holds among similar concerns, forming the factors of the live stock industry, is worthy of a prominent place in a work endeavoring to set forth and publish the INDUSTRIES OF KANSAS CITY. The appointments of this house and facilities for the care and sale of live stock, together with its superior corps of clerks and assistants, are unequalled in the extreme limits of the city, while its trade area covers the States of Kansas, Missouri, Colorado, Nebraska, Indian Territory, Texas and New Mexico, amounting to the handsome total of three and one-half million of dollars annually. The senior member of the firm, Colonel A. J. McCoy, is a fitting representative of his native "Green Mountain State," having been born in Lyndon, Caledonia County, and early removing to Wisconsin, and spending some twenty years of active life in that State. Enlisting at his country's call in May, 1861, he served with distinction through the whole service, being upon General W. T. Sherman's staff at the siege of Port Hudson, and filling other high and honorable positions. Immigrating to Kansas in 1875, he purchased an elegant thousand acre stock farm on Sugar Creek, Lynn County, Kansas, which is now under the management of one of his sons. Removing to Kansas City in 1881, he at once assumed a prominent position, and was not long since chosen chairman of an important delegation, with the object of adopting measures affecting the advancement of the live stock interests of the great West. Mr. D. S. Underwood, the junior member of the firm, is a native of New York, passing a portion of his life in the railroad business, prior to his removal to this city in 1881. The house is ably supported by its salesmen, Messrs. Keeny, Mills and Park, and F. W. and F. B. McCoy as the efficient bookkeepers, and the prospects of the house are bright for a steady expansion of prosperity.

Keystone Implement Company.—Wholesale Dealers in Agricultural Implements, Wagons, Buggies, Carriages, etc.; 1317, 1319 and 1321 West Thirteenth Street.—This important industry had its inception under the auspices of the Keystone Manufacturing Co., of Sterling, Ill., as a branch house. In 1887 a separate and distinct company was organized and duly incorporated under the present name with Messrs. G. S. Tracy as President, Thomas A. Galt, Vice-President, and J. M. Patterson, Secretary and Treasurer, with a capital stock of \$100,000. There are fifteen men in the employ, four of whom represent the interests of the company in their trade territory, which embraces the whole of Missouri and Kansas. The annual business of this enterprising concern amounts to upwards of one quarter of a million dollars, and is rapidly increasing in volume from year to year. The officers of this company are all identified and directly interested in the Keystone Manufacturing Co., of Sterling, Ill., where Mr. G. S. Tracy, the President of this company, resides. Mr. Thomas A. Galt is also a resident of Sterling, Ill. Mr. Patterson has been a resident of Kansas City ten years, and has charge of the management of the business here. These are all practical and enterprising business men of the Eastern type. Mr. Tracy is from Massachusetts, and Messrs. Galt and Patterson are Pennsylvanians. Branch houses of this great industry are also located at St. Louis, Mo., Council Bluffs, Ia., and Columbus, O., and supply depots are established at various parts of the United States. A general line of the best makes of agricultural implements and supplies is dealt in at wholesale, also superior grades and the most approved styles of wagons, buggies, carriages, etc.

The premises occupied for business purposes are eligibly located at Nos. 1317 to 1321 West Thirteenth Street, and consist of a substantial four-story and basement brick building, completely equipped with every essential modern appliance and convenience for the proper conduct of the business, including switch tracks, elevators, trucks, etc. A perfect system prevails all through the establishment, Mr. J. M. Patterson giving his personal attention to every detail of the business. His success is due to care and consummate skill in the direction of the affairs of the company, and the exercise of honorable business methods with his numerous patronage.

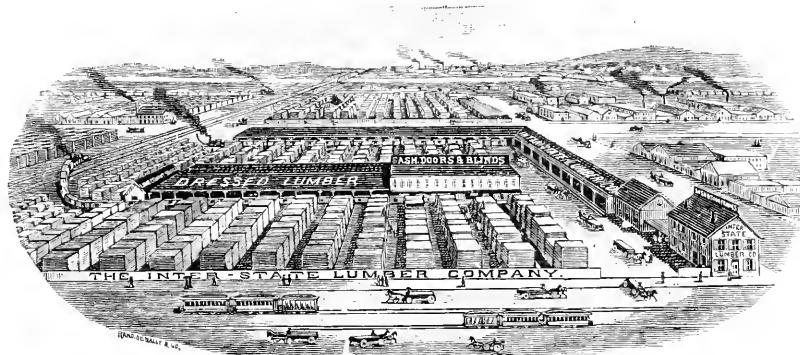
Conover Brothers.—Manufacturers of Grand and Upright Piano Fortes; Wholesale Dealers in the Steinway, Conover and Fischer Pianos and Packard Orchestral Organs; Office and Salerooms, 613 Main Street.—The brothers, George H. and J. Frank Conover, established this grand enterprise in Kansas City in 1870. They handle principally the instruments manufactured by the Conover Brothers Co., of New York, which are world renowned for purity of tone and singular delicacy of action. These pianos, both in the grand and upright styles, have already become the favorites among the eminent musicians, and count among their admirers Mme. Rive-King, Lillian Nordica, Clara E. Colby, Dr. Penfield, Anton Strelezki, Robert Goldbeck and a host of others equally noteworthy in the musical field. They also deal extensively in other approved instruments—in order to meet the growing demand in the West for these standard pianos, such as the Steinway and Fischer Pianos and Packard Organs. The trade from this point embraces the States of Missouri and Kansas and is very large, aggregating upward of \$200,000 annually. The capacity of the New York factory, at 400 and 402 West Fourteenth Street, is fifteen pianos per week. The company was recently incorporated with a capital of \$200,000, and their trade extends all over the United States. A branch house was established at Wichita, Kan., in order to facilitate business from this point. The brothers are New Yorkers, and were formerly engaged in the musical instrument business at Clarksville, Tenn. They subsequently founded the enterprise in Kansas City in 1870 and in New York City in 1880, which was, as already noted, incorporated under the name of Conover Brothers Co. The success of this enterprise is due to consummate skill in the profession of music, supplemented by natural musical genius, resulting in the application of new and patented methods in the manufacture of pianos on the part of these gentlemen, and the care and business sagacity employed in the conduct of their affairs.

W. C. Jones & Co.—Dealers in Lumber, Lath, Shingles, Etc.; Office, Room 20, National Block, Corner of Ninth and Main Streets.—This industry was established about five years ago, by Mr. W. C. Jones, senior member of the present firm, and when Mr. T. H. Howarth became connected with the house it obtained its present firm name. To-day it is one of the most prominent establishments in its line in Kansas City. It has been favored with a large business from its incipiency, each year enlarging its capacity until it now ranks among the most notable concerns in this section; its trade being principally located throughout Missouri, Kansas and Nebraska, occasionally receiving large orders from Texas and Colorado. It deals in all species and variety of lumber for building purposes, laths, shingles and other lumber products, and is prepared to furnish all material for mill work. This firm has a practical knowledge of all matters pertaining to the business of all kinds of material for building purposes, and is every way trustworthy. They deal only in car lots of lumber, and are prepared to furnish any amount at shortest notice. Mr. W. C. Jones was formerly a resident of Wisconsin, but has resided in Kansas City about six years. As regards the standing of the firm in business circles, there can be no question, and the community may well be proud of an institution which so fosters and encourages the growth of the city.

John H. Krull.—Merchant Tailor; 110 and 112 West Fifth Street.—This essentially important industry is one of the interesting features of a progressive community, as it caters to refined taste in attire, as well as gentlemanly demeanor in the individual. The subject of this sketch, Mr. John H. Krull, established himself in this industry here some ten years ago. He is originally from New York City, but more recently was engaged in business in Dayton, Ohio. He has had many years of valuable experience in his present occupation, and is an adept in cutting and fitting garments in the highest style of the tailor's art. Three com-

petent cutters are in the employ. The putting together and trimming is done by experienced journeymen tailors outside of his premises, but always carefully inspected by Mr. Krull in person. His work always gives perfect satisfaction, resulting in a steadily increasing patronage. The trade extends to customers in Missouri, Kansas, Colorado, Nebraska, New Mexico, Dakota and Wyoming, and occasionally receiving orders from the far East, where his skill and reputation is known and appreciated. Mr. Krull imports extensively his finer grades of cloths and material, and constantly carries a largely diversified stock of fine domestic and foreign piece goods, from which the most fastidious may make selections. He occupies the first floor of an elegant three-story building at 106-108 West Fifth street, in dimensions 50x100 feet, well lighted, where his goods are tastefully displayed for inspection. His prices are reasonable and his methods are honorable. The success he has achieved is well deserved.

Inter-State Lumber Company.—F. C. Jocelyn, President; M. R. Grant, Vice-President; G. B. Shaw, Secretary and Treasurer; Wholesale Dealers in



Lumber; Office and Yards, Corner of Seventeenth and Wyoming Streets.—These lumber yards cover five and one-half acres, being the most extensive in the city. They were established in 1876, by G. B. Shaw & Co., who were in turn succeeded by the Inter-State Lumber Co., May 2, 1887. A capital stock of \$1,000,000 is invested in the enterprise, and in its various manipulations employment is given to forty men, with an average weekly pay-roll of seven hundred dollars. The annual sales of this mammoth establishment reach \$1,000,000, with a trade covering the States of Missouri, Kansas and Nebraska. The principal manufactured goods, sold by the concern, consist of sash, doors and blinds, for which there is an increasing demand. They also handle white and yellow pine lumber of all kinds. Mr. F. C. Jocelyn is a gentleman of wide experience in different kinds of business, and has resided in Chicago during the last five years. Mr. M. R. Grant is a native of the Empire State, and has been a resident of Kansas City for a few months. Mr. G. B. Shaw is a native of New York, residing at present in Chicago. As an example of the growing industries of Kansas City, this may be counted in the lead. Sound judgment and intelligent methods of management, combined with the utmost financial stability, and an accurate knowledge of the requirements of the trade, are prominent among the elements that have contributed to give this house its solid reputation and a steady expansion of trade from year to year.

Henry C. Kumpf & Son.—Fire Insurance; Nelson Building, Rooms 204 and 205; Telephone 979.—This old and reliable insurance agency was established eleven years ago by Mr. Henry C. Kumpf, associated with his son Mr. George Kumpf. They represent the following substantial fire companies, for which they are sole agents in this city: Liverpool and London and Globe Insurance Company; Scottish Union and National, of Edinburgh; Orient, of Hartford; Fireman's Fund, of San Francisco; Buffalo German, of Buffalo, N. Y.; Amazon of Cincinnati, O.; Fire Insurance Association, of London; and in cyclone insurance the Home, of

New York; all of which are strictly first-class and prompt paying corporations. Their honorable representatives in Kansas City are in an eminent degree worthy of the high esteem in which they are held in commercial, as well as social circles. Mr. Henry C. Kumpf is a German by birth and education. He came to America, in 1849, landing at the city of New Orleans, from which city he came to St. Louis, where he engaged for a time in the ordinary avocations of life, until the breaking out of the civil war, when he engaged in the service of the Government in the capacity of clerk at the St. Louis U. S. Arsenal; serving the Government with that fidelity that had always characterized his career from early manhood. In 1865 the subject of this sketch came to Kansas City, where his introduction to public notice was through his election to office as a member of the School Board, and the first Secretary of that honorable body. His subsequent career as a public spirited citizen is too well known for further comment. He is now, for the second term, serving as Mayor of the Gate City, the highest honor that our citizens can confer upon a public servant, and a well merited tribute paid to his high-minded integrity and exceptionally useful public career. Mr. Kumpf is largely interested in real estate, and has invariably taken a leading interest in the material progress and commercial development of the city of his adoption. His son and associate in business, Mr. George Kumpf, is an enterprising young business man, a worthy scion of his honored sire. He is the active member of the firm, and is also recognized as a business man of more than ordinary ability in this community.

Kansas City Gravel Company.—W. T. Little, Manager and Proprietor; Office, 606 Walnut Street.—This business has been in operation for one year under the management of Mr. Little. He makes gravel for walks, driveways, roofing and concrete a specialty, and can always supply quantities of the best quality of coarse, sharp, bank sand. His banks are only fifteen minutes from the city on the Kansas Southern Railroad. He ships an average of ten cars per day, and the business is constantly increasing. He has an admirable and costly outfit of machinery and appliances for making his sand and gravel the choicest on the market. His tramways alone cost nearly \$13,000, and he has all kinds of screens of the latest improved patterns. His equipment is so complete that he can turn out fifteen cars per day. His trade is principally with Kansas City, but he ships to Lawrence, Ottawa, Atchison, Topeka and other adjacent towns. He has twenty-six miles of street to build in Kansas City alone. He has a gravel field of forty-four acres, thirty-three to sixty-four feet in depth and beneath this gravel is a strata of mould sand, pure, white and as fine as emery. The gravel and sand are carefully screened and sold by grade. This valuable bank is a glazier and is about the only one in this section of the country. Mr. Little has been here twenty-one years, fifteen of which he has spent in the real estate business, in which he still does some business, but it is fortunate for a city of the needs of this one that he has turned his capital and business abilities to an industry that is so essential to the city's growth.

Driggs Manufacturing Company.—T. C. Driggs, President; S. M. Stone, Vice-President; R. E. Stone, Secretary and Treasurer; Manufacturers of Jeans Pants, Lined Duck Clothing, Overalls, Over Jackets and Cheviot Shirts; Factory, 74 Ewing Street.—The corporation styled the Driggs Manufacturing Co. was established by T. C. Driggs in 1882, and changed to the present designation in 1884, since which time it has steadily gained in popularity and reputation, until it has become the largest establishment of its kind in the city. The plant consists of a two story and basement brick building, 50x120 feet in dimensions, internally furnished with every available facility for the rapid prosecution of the work, including two hundred power sewing machines, and other appliances. One hundred and sixty persons are employed about the concern, requiring a monthly pay roll of \$4,000, and an annual business of a quarter of a million of dollars is transacted. The trade is at present principally in Kansas and Missouri, but is rapidly extending outward into other sections of the great West. In special lines the manufacture of flannel underwear, cheviot shirts and jeans pants are the principal. President Driggs, a native Vermonter, was early engaged in the lumber business, though a resident of Kansas City seventeen years, and also interested in a completely stocked dry goods store at 1825 West Sixth street. Vice-President Stone was formerly of Hartford, Conn., and engaged in the novelty business, and also purchaser for the dry

goods house of W. B. Grimes & Co. He has been a resident of this city since 1877. R. E. Stone is a native Connecticut Yankee, and has been a resident of Kansas City seven years, three of which were in the employ of the W. B. Grimes Co. The company intends soon to increase its capital stock and enlarge its business.

H. L. Johnson & Co.—Real Estate Investments; Delaware and Seventh Streets.—This leading house in real estate investments, having offices at the corner of Delaware and Seventh streets, Kansas City, is composed of Mr. H. L. Johnson and Mr. John E. Lord, both well known in the Eastern States and particularly in New York, having formerly been law partners of the late Scott Lord. Mr. Johnson has been in the real estate business in Kansas City for more than eight years, and has been remarkably successful in his investments, both for his customers and himself, his books showing absolutely no losses, and, on the contrary, gains ranging from 100 per cent. upward. Mr. Lord has been indirectly interested in the business for about three years past, and has lately made Kansas City his permanent place of residence. While fully abreast with the times and always on the alert for bargains in good real estate, Messrs. H. L. Johnson & Co. have the reputation of being careful and conservative men, and can invest sums from \$1,000 to \$100,000 and upward in improved business and rental property here, or in unimproved property both in Kansas City and the surrounding country. Capitalists in any part of the country seeking information concerning Kansas City should write to H. L. Johnson & Co.

F. B. Lewis.—Dealer in Leather and Findings; 717 Delaware Street.—Mr. Lewis, who is a native of New York City, came to Kansas City in 1880, and established this business. He has had sixteen years' experience in this department of industry, and is well known to, and popular with, the trade throughout the country. His warehouse, which is located at 717 Delaware street, is commodious and completely stocked with full lines of leather of every description, findings and boot and shoe makers' supplies, carefully selected with special reference to the needs of the trade in this section, and the business from its inception to the present time has steadily increased and is now very large, covering the States of Colorado, Kansas, Missouri, Nebraska and Texas and the Territory of New Mexico, and the promptness and accuracy with which all orders are filled and the uniform reliability of his methods of dealing have secured for Mr. Lewis a prominent place among the leading establishments in the line in the West. He maintains the most favorable relations with the leading manufacturers, and is thereby enabled to offer superior inducements both in quality and price to the trade.

J. W. Jenkins & Son.—Dealers in Musical Instruments and All Their Accompaniments; 615 Main Street.—This house was established in 1879 by the senior member of the present firm, the junior member being admitted in 1885. In the extensive assortment of wares in this house, can be found every imaginable musical instrument, together with a large assortment of sheet music, embracing all the very latest publications. They make a specialty of the Weber and Decker Brothers pianos, as also the Packard organs, being the sole agents in Kansas City for these favorite instruments. They have eleven employes engaged at present, some of whom are the most scientific musicians in the city. The trade of this house is principally local, although their mail orders are very extensive, and embrace the entire Western country. Mr. J. W. Jenkins is a native of Syracuse, N. Y., and was for fifteen years traveling agent for W. W. Kimball, of Chicago. He came to this city in 1876, and became connected as partner, with the firm of A. C. Maffatt & Co. Being a practical musician, he is thoroughly conversant with the wants of the public in this particular branch of merchandise, and this is the only house in Kansas City that carries every article in the musical line.

The Irwin & Eaton Crockery Company.—L. E. Irwin, President; J. F. Eaton, Vice-President; Joseph R. Irwin, Secretary; Importers of Queensware, China and Glassware, Pocket and Table Cutlery, Lamps, Chandeliers and Plated Ware; 612 Delaware Street.—This business was originally established in 1881 by the firm of Irwin & Eaton, who were succeeded in 1883 by the present corporation, with a paid up capital stock of \$50,000. The business has steadily expanded in its volume and the amount of territory covered from its inception to the present time,

and is now very large, covering the States of Missouri, Kansas and Colorado and the Indian Territory. The premises occupied by the wholesale department comprise a four-story and basement building, 25x125 feet in dimensions, completely stocked with everything in the line of queensware, china and glassware, embracing the finest English, French and German goods, as well as the best goods of domestic manufacture, also a full line of pocket and table cutlery, lamps, chandeliers and plated ware in all styles and designs. In addition to their large wholesale premises the firm has a handsome store at 936 Main street, where they do an extensive and steadily growing retail business. The members of the firm are all experienced business men of superior attainments, under whose personal supervision the details of the business are conducted, and thirty competent clerks and assistants are employed, while a full staff of traveling salesmen represent the firm on the road. The firm is one of large resources and occupies a high position with the trade, which it has earned by uniformly fair dealing.

Strayer, Coomber & Co.—Real Estate, Loan and Rental Agency; Room 3, National Block, Corner of Ninth and Main streets.—This enterprise was organized and established eight years ago, by Strayer & Co., and Mr. Coomber became a member of the firm about two years ago. It has conducted an extensive business from its incipiency, which has increased constantly with the growth and importance of the city. It attends to all matters coming under the general head of real estate business, buys and sells improved and unimproved real property, makes loans on mortgages, makes investments on city improved and unimproved property and farming realties, furnishes tenants for vacant property in the city, collects rents and makes remittances promptly, and is endowed with such facilities as to enable it to correctly advise customers of the means of disposing most profitably of their property. Among their present opportunities they have under immediate control the beautiful suburb, South Park, Johnson County, Kansas, covering an area of 200 acres, 125 of which have been platted, and are now in the market. South Park is just six miles from Kansas City proper, and a fare of nine and a half cents is charged for transit. The extensive Crow Spring Works are located there, and twenty-nine lots have been sold within three weeks. The streets are beautifully laid out and partially graded, and there is no better location for manufacturing purposes. The Fort Scott railroad, with seven daily trains, passes through this property, thus giving speedy transit and communication. The members of the firm have a large experience in the business, and stand high in business circles as gentlemen of unsullied probity and honor. Through the influence of this firm three large syndicates have been organized, chief among which is the Kansas City and Philadelphia Land and Improvement Company, which has purchased about 4,000 acres of choice suburban lands, immediately southwest of the city limits. In the center of this tract it is proposed to locate the Great Southwestern University, under the auspices of the Methodist Epispolcal Church, the construction of which is now under contract. This will be the leading educational institution of the Southwest, and form a nucleus around which will center one of the most important suburban districts of Kansas City. This firm has also organized the Kansas City and Olathe Rapid Transit Line Company, which is under contract to build a railroad between those two cities, passing directly through the above described suburb, conveniently near the University buildings and campus. The firm is at present organizing another strong company for the manufacture of brick and terra cotta out of a very superior clay that they own. The firm place a large amount of Eastern and foreign capital in profitable investments. Mr. J. W. Strayer has just returned from the East, where he has effected loans in bonds to the extent of over one million dollars. The International Loan, Trust and Improvement Company is another of their creations, which is composed of representative Kansas City and Eastern capitalists, involving a capital stock of \$1,000,000. These prominent transactions comprise a few of the many important enterprises inaugurated by this reputable firm.

E. Link & Co.—Wholesale Millinery; 519 to 521 Delaware Street.—The marvelous growth of Kansas City is, in a large measure, due to the influx of a class of business men who bring with them the experience of years, and a commercial reputation founded upon a basis of honor and enterprise. The house of E. Link & Co., first received its inception under the firm name of Pearson & Link, in

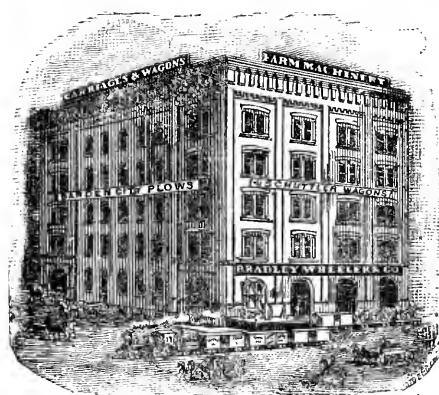
January, 1887, but on August 1st, following, Mr. Pearson retired and the firm assumed its present style. The house is already one of the largest and most prominent of the line in Kansas City, and is conducted by a gentleman of long and valuable experience in the line. Mr. E. Link is an Iowan by birth, and was there engaged in the millinery trade until coming to this city in March, 1886. The annual transactions of this house reach \$50,000, seven men are required in the employ at a weekly pay-roll of seventy-five dollars, and the trade territory, which is rapidly expanding, already covers the States of Kansas, Missouri and Colorado. The building occupied is 42x120 feet in dimensions, and a perfect model as regards general arrangement.

Bradley, Wheeler & Co.—Wholesale Vehicles and Farming Machinery; Corner of Tenth and Hickory Streets.—This well-known house was established in

1884, by the David Bradley Manufacturing Co., of Chicago (manufacturers of the celebrated "Garden City" plows, Bradley cultivators, Lister's harrows, rakes, etc., and the "Square Corner" sulky and gang plows), and C. S. Wheeler, of Kansas City. Mr. Wheeler has resided in Kansas City upwards of eighteen years, during which time he has been prominent in his present line of business, and has been identified with various public and private enterprises, being now the Vice-President of the Merchants' National Bank of Kansas City, and is largely interested in real estate in the city. The immense warehouse and salesrooms of Bradley, Wheeler & Co., are located at the corner of Tenth and Hickory streets, near the Union Depot, and convenient to

cable lines and the elevated railway. They occupy their own building, a five-story brick, with basement, 96 x 118 feet in dimensions, fully equipped with every facility for the transaction of their enormous and far reaching business, including ample side tracks, extensive platforms for both cars and wagons, two elevators, and the largest and best lighted show-room (and containing the greatest variety of samples) in the West. They employ thirty persons, including a large traveling force, and their trade extends over Kansas, Missouri, Colorado, New Mexico and the Indian Territory, and into Arizona and even California and Old Mexico. Their leading implement and wagon specialties, in addition to the "Garden City" plows and Bradley line, are the "Schuttler" and "La Belle" wagons, the Campbell corn drill, the "Challenge" corn planter, the Bradley and "Crown" mowers, the "Diamond" feed mills, "Eagle" shellers, feed cutters and horse powers. In buggies, carriages and all spring vehicles, Bradley, Wheeler & Co. claim pre-eminence over all competitors, and in support of their claim they show in their stock and catalogue a greater variety than any other house. Their "Reliance" buggies, "Atlanta" carriages, "Flint" road carts and Tooney track sulkies are widely known and used. They also deal largely in harness of the best makes. Unquestionably the energy and honorable reputation of this house, and the uniformly reliable quality of their goods has placed this house at the front in Kansas City's immense implement and vehicle trade, and it should take rank as a factor of no small account in the city's marvelous growth.

Eli Lilly & Co.—Pharmaceutical Chemists.—This important industry was founded in Indianapolis, Ind., in 1876, and duly incorporated in 1881. The officers are: Eli Lilly, President; Janies E. Lilly, Vice-President and Assistant Treasurer; Evans F. Lilly, Secretary; J. K. Lilly, Superintendent of Laboratory. A branch house was established here in 1881, under the same corporate name, with Mr. James E. Lilly as business manager. A paid up capital stock of \$120,000 is involved in the enterprise and the trade extends all over the United States. In the main factory a force of sixty hands is employed and eight traveling salesmen



represent the house on the road. The branch establishment at this point employs fourteen persons, four of whom represent the interests of this division in its trade territory, which embraces Missouri, Kansas, Colorado, Nebraska, Iowa, Dakota, and extends to the Pacific Coast, controlling an annual trade amounting to upwards of one quarter of a million dollars. The preparations handled by this house are mainly the product of the parent house at Indianapolis, and consist in fluid and assayer fluid extracts, solid and powder extracts, abstracts, medicinal elixirs, syrups and wines, granulated botanical drugs, designed for percolation, sugar and gelatine coated pills, pink granules, chemically pure tablets, flavored tablets, medicated and flavored lozenges and standard tinctures, and among the specialties of the house are: succus alterans, (McDade); elixir purgans; Lilly's liquid pepsin; pil. aphrodisiaca; wine of coca, with hypophosphites; syrup yerba santa, aromatic; fluid golden seal; purified ergotin; concentrated pepsin; saccharated pepsin; Warburg's tincture; Dover's powder, assayed; chlorodyne, (Chandler.) These preparations are warranted to stand the most rigid chemical tests for purity, and their excellent medicinal virtues have obtained a wide and enviable reputation wherever they have been introduced. Wholesale druggists everywhere keep them in stock, and at their depot in Kansas City, as well as at the laboratory, orders are promptly filled for the wholesale trade by the company. The premises occupied here for business purposes are eligibly located at 510 Broadway, where a full and complete stock is constantly carried. The officers of the company are practical business men, thoroughly conversant with every detail of this industry. They are all residents of Indianapolis except Mr. James E. Lilly, who is the resident manager of the Kansas City house, and has had charge of it since its establishment here. He is from Lexington, Ky., and has had twenty-five years' experience in laboratory work, and is a brother of the president, Mr. Eli Lilly.

S Hirsch & Co.—Wholesale Dealers in Liquors, Wines and Cigars; 602 and 604 Delaware Street.—This business was established in 1879 by the firm of Stiefel & Determan, by whom it was conducted until three years ago, when the present firm was formed, composed of Messrs. S. Hirsch and C. Stiefel. The premises occupied by this firm embrace the main floor and two cellars, each 40 x 120 feet in dimensions, giving every facility for the successful conduct of their business, which consists of a large trade covering the States of Kansas, Missouri and Colorado, as wholesale dealers in every description of imported and domestic liquors, wines and cigars. In liquors the firm deals in all the leading brands of bourbon and rye whiskies, and are large direct importers of the finest wines, brandies, gins and other foreign liquors. They are also sole agents for the celebrated Marshal Ney cigars, as well as a number of other leading brands. Four competent clerks and assistants are employed in the house and four traveling salesmen take the road and represent the firm in its business territory. Mr. Hirsch was engaged in the wholesale liquor business at Leadville, Col., for a number years prior to coming to Kansas City and joining Mr. Stiefel in the formation of the present firm; and Mr. Stiefel is a practical and experienced man in this business, in which he was engaged for a number of years in St. Louis prior to embarking in this enterprise. The firm has commended itself to the approval of the trade by the careful selection of its stock, its promptness and accuracy in filling orders, and the uniform fairness by which its business methods are characterized.

Inter-State Oil Company.—Manufacturers and Dealers in Lubricating and Fine Machinery Oils and Greases; 1302 Union Avenue.—Among the various industries that mark the progress made in machinery, the manufacture of lubricants plays an important part. Kansas City is not found wanting in the rapid development of such as these. As an instance of such growth prominent mention is merited by the Inter-State Oil Company, which had its inception in this city in 1883, under the auspices of Speer, Jones & Co. Its present designation was assumed under a re-organization July 1st, 1887, with Messrs. C. A. Shepard, as President and General Manager, and H. P. Scott, Secretary and Treasurer. An ample capital is involved in the enterprise; and the factory, a building three stories in height and 40x110 feet in dimensions, is completely equipped with all necessary modern conveniences for the expeditious and proper conduct of the business. The trade obtained for the product of this industry is very large, extending throughout the States of Missouri, Kansas, Nebraska, Iowa and other points West as far as the

Pacific slope. Besides the manufacture of all kinds of lubricating oils and greases, this company make a specialty of the manufacture of fine grades of cylinder and engine oils, which commands a very extensive and constantly increasing sale. Mr. C. A. Shepard, the President and General Manager, has been a resident of this city five years. He is a native of the Old Dominion, and has been connected with the oil industry upwards of fifteen years and with the oil trade nearly all his business life. Mr. H. P. Scott, his worthy associate, came to Kansas City about one year ago. He is a Vermonter by birth, an attorney at law by profession, and in this connection is interested to a considerable extent in real estate transfers and ownership. The affairs of this industry are ably administered by these gentlemen, and the success of the enterprise is due to intelligent direction in the affairs of the company on the part of its officers, who stand high in commercial, as well as social circles.

Kansas City Transfer Company.—O. Chanute, President; P. Thompson, General Manager; C. P. James, Treasurer; Transfer of Freight of All Kinds and Storage; 520 Delaware Street.—The most prominent corporation engaged in the transfer and handling of freight in this city is the Kansas City Transfer Company, which was incorporated in 1869 with a capital stock of \$40,000, and has since controlled the principal business in this department of industry in the city. The perfect system upon which their business is conducted, the superior facilities they enjoy, and their uniform reliability have combined to secure for this company a reputation second to no concern in this line in the West. The stables of the company are located on Fourth street, near Broadway, and occupy a large building, with every convenience and accessory calculated to facilitate the business, the company having forty transfer wagons, which are kept busily engaged in the transfer of freight to and from the depots, and a specialty is made of the transfer of heavy machinery, safes, etc., and moving of heavy articles from one part of the city to another. A large portion of the business done by the firm is freighting in carload lots which are consigned to them for shipment to destination. The company is also prepared to do storage of every kind, which is attended to carefully and efficiently. The officers of the company are all gentlemen of prominence in the business world, Mr. Chanute, the President of the company, having come to Kansas City in 1867, and built the Hannibal and St. Joseph Railroad bridge across the Missouri River, which was completed in July, 1869. During his residence here he became connected with the Kansas City Transfer Company, in which he still retained an interest after removing to New York in 1873, and until his return here in 1883, since which time he has lived in this city and has been at the head of this corporation. In addition to this position he is prominent as a consulting engineer, and now has the supervision of the building of bridges upon the Chicago extension of the Atchison, Topeka & Santa Fe Railroad, including exclusively the bridge at Sibley, Mo., across the Missouri River, and that at Fort Madison, across the Mississippi River, and a number of others. Mr. P. Thompson, the general manager of the company, who has the active supervision of its business, has resided in Kansas City for five years, and was formerly connected with the Kansas City Rapid Transit Delivery Company, of which he was the organizer. He was connected with the United States Treasury for five years, at which time he was a resident of Washington D. C., and was employed on the Pacific Coast gathering mining statistics for the United States government. Mr. James, the Treasurer of the company, was formerly Secretary and Treasurer of the Peoria & Rock Island Railroad, and resided at Peoria, Ill., prior to removing to Kansas City in 1880. In connection with the business of the Transfer Company a parcels delivery system is conducted, which is perfect in its details of management, and employment is given to a force of about fifty men in the different departments of the business. The company is recognized as one of the greatest public conveniences in the city, and efficient in all the details of transfer business.

Richard Coomber & Co.—Manufacturers of and Dealers in Saratoga Chips, Pop-Corn and New York Parched Sweet Corn; 617 Broadway.—This establishment, which has had a gratifying growth in its business from the time it was started one year ago, has secured a success as the result of a superior method of the processes of the manufacture of this product. Saratoga chips are prepared by extracting the water from potatoes, thinly sliced, retaining the starch and saccha-

rine properties. The goods are much more palatable and wholesome than what are commonly known as wafer chips, and will keep in any climate without becoming stale and rancid, if kept dry and away from taint, and are extensively used by private families, hotels and restaurants, and also for picnics, excursions and train lunches. The product of the factory has obtained a wide spread celebrity, and the trade in the article extends throughout the United States, the product of this house being sold to leading jobbing houses in Missouri, Kansas, Nebraska and other Western States, together with an extensive business in the city. For the manufacture of these goods the company has all the necessary appliances and uses only the best material. It is the only industry of the kind between Detroit and Denver, and the great advantage of purchasing from this house is, that the goods are fresher and the saving of transportation charges. It gives employment to two men who are well versed in all the details of the manufacture of this product, and by its careful business methods and its promptness in filling orders, is constantly increasing in business. Mr. Richard Coomber is formerly from London, England, and has been a resident of Kansas City for about one year.

Cyrus B. Lakin.—Architect; 19 and 20 James Building, 551 Delaware Street.—Mr. Lakin is an educated and experienced architect, who has been engaged in the practice of his profession for a number of years, his original start at the business having been at Columbus, O., of which city he is native. From there he removed in 1878 to Des Moines, Ia., and while in that city was the architect of many of the finest structures to be found there, prominent among which may be mentioned the Drake University, one of the finest educational institutions in the West, and large blocks for the firm of Watt, Cochran & Sperry, and for Frank Maul. From that city he removed to Kansas City, and established himself in his present enterprise in 1885, since which time he has designed and superintended a number of the most prominent structures in the city, as well as a large amount of work in different parts of the country. He now has on hand the opera house at Olathe, Kas., and a residence for Judge H. L. Burgess at the same place, and in Kansas City he has in course of construction a fine residence block at the corner of Fifteenth and Harrison streets for M. S. Tyler, six large residences on Wabash avenue for P. W. Powers, a \$50,000 hotel for Leo Stegner, and a \$25,000 residence at Los Angeles, Cal., for A. N. Tyler. The buildings designed by Mr. Lakin are notable for the happy combination of artistic merit with a perfect adaptation to the uses for which the structures are designed, and the close care and attention given to all the details of construction give to his services a recognized value, and have secured for him a steady increase of patronage from the inception of the business to the present time. He is assisted in his work by a staff of competent clerks and draughtsmen, and is prepared to furnish plans, and supervise the construction of buildings in the most approved style of the art.

Kansas City Tobacco Manufacturing Company.—N. B. Joslin, President; F. E. Draper, Secretary; Ben. Mitchell, Treasurer and Superintendent; Manufacturers of Fine Plug, Navy and Twist Tobacco; 608 Broadway.—This corporation was formed in 1888, with a paid-up capital of \$25,000, for the purpose of engaging in the manufacture of fine plug, navy and twist tobacco, in which department of industry it has since been steadily engaged, its trade increasing from the inception of the enterprise to the present time. The building occupied is a four-story structure, 90 x 30 feet in dimensions, completely equipped with all the latest and most highly improved machinery and appliances adapted to this department of industry, propelled by a 24 horse-power engine, fed by an 18 foot steel boiler. Employment is given to forty hands, and the product of the factory amounts to 2,500 pounds of tobacco per day, the brands manufactured by the company including the well-known and favorite ones "Natural Leaf," "Nutmeg," "Golden Rule," "Combination," "Lone Star" and "Red Rule" plug, and in twist tobaccos including the "Gold Dollar," "Kansas City," "Missouri 12s" and "Corkscrew," all of which are favorites with consumers, and in large demand by the trade throughout the States of Missouri, Kansas, Arkansas, Texas and Colorado, in which the company is represented by a staff of active and experienced traveling salesmen of wide acquaintance with the trade. Mr. Joslin, the President of the company, formerly resided at Eldorado, Kas., where he was engaged in the cigar manufacturing business prior to coming to this city and embarking in this enterprise. Mr. Draper, the Secretary,

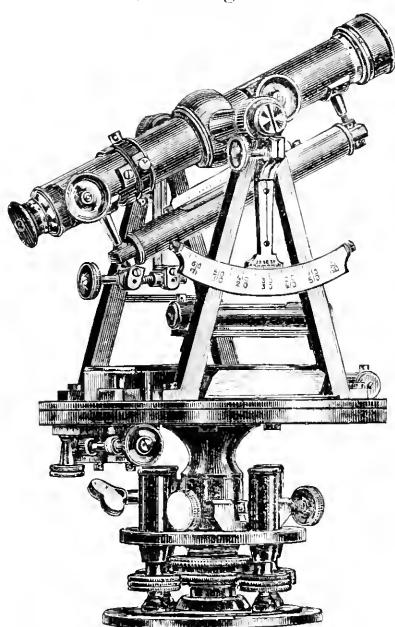
was previous to engaging with this corporation, for six years freight auditor of the Fort Scott & Gulf Railroad. Mr. Mitchell, Treasurer and Superintendent, is a thoroughly practical and experienced man in the tobacco manufacturing business, in which he has been engaged for the past twenty-seven years, for twenty-one of which he was foreman and manager of the Gem City Tobacco Works at Quincy, Ill. In addition to these gentlemen as officers of the company, the Board of Directors is composed of a number of prominent business men of the city. The company is one of large resources and superior facilities, and is rapidly increasing its trade as a result of the excellence of its product and the reliability of its dealings with the trade.

Charles N. Dunham & Co.—Manufacturers of Engineers' and Surveyors' Instruments, and Engineers' and Draughting Supplies; 327 West Sixth Street.—The

high order of usefulness involved in an industry of the kind now under special notice can be seen and appreciated when it is known that it caters to the wants of a profession that is essentially important and indispensable in a community. The gentlemen composing this firm are eminently skilled, Mr. Chas. N. Dunham having been formerly associated with the rei owned house of Knox & Skain, of Philadelphia, which was founded in 1850, and upon its dissolution was succeeded here by the present firm. Mr. Dunham in this connection has had upwards of twenty-three years' experience as an instrument maker in all the phases of this important industry, and which requires more than ordinary mechanical skill and training. Mr. J. R. Stephens is also a Philadelphian, and a civil engineer by profession, thus possessing an intimate knowledge of all the requirements of the profession and competent to judge the excellence of the work to be turned out. The premises are commodious, and eligibly located at 327 West Sixth street, fully equipped with every essential appliance and machine used in fashioning this intricate and most delicate work, usually executed upon the strictest principles of science and mathematics. Their product consists mainly of engineers', surveyors' and architects' instru-

ments and supplies, for field and office purposes. This firm received the bronze medal on transit work and general excellence in display of instruments at the Centennial Exhibition at Philadelphia, in 1876; also silver medal from Franklin Institute, Philadelphia, for improvements in transits. Their success in the present enterprise is due to consummate skill in the manufacture and the exercise of business sagacity in the conduct of their affairs.

A. L. Charles.—General Commission Merchant; 406 Delaware Street.—This old and reliable house was established by Mr. A. L. Charles, in 1867, when the Gate City was in embryo. The business location was originally on the Levee, and was removed to its present site in 1871, in order to secure more commodious quarters for his rapidly expanding trade. A business amounting to upwards of \$75,000 is now done, embracing in the trade territory covered, Kansas, Western and Southwestern Missouri, receiving consignments from these and adjacent States of produce, fruits, eggs, butter, poultry, hides, and game. There are in the employ from three to four active men, one of whom makes occasional trips into the interior in the interest of the house. Mr. Charles has been a resident since 1867, when he came here expressly to establish this enterprise from Butler County, Ohio, where he was similarly engaged for a number of years in the milling and distilling industry. His business here has prospered beyond his most sanguine expectations. The



premises occupied at No. 406 are commodious and conveniently located, being in the wholesale jobbing portion of the city, in dimensions 24x90 feet, three stories in height, supplied with every convenience for the prompt receipt, shipment and storage of goods. The deservedly great success in business by Mr. Charles is due to care in the management of his affairs and the adoption of honorable business methods in all his dealings. He is the pioneer commission merchant of Kansas City.

Grimes Wagon Manufacturing Company.—William C. Grimes, Proprietor and Manager; 209, 211, 213, 215 Main Street.—This industry was established twelve years ago by the present proprietor, he being a master workman in his present avocation, having been engaged in the business twenty-five years. This establishment occupies four spacious buildings, two of them three stories in height and the others two stories, all covering an area of 80x142 feet, fitted with all the necessary machinery and equipments for the successful prosecution of the business, and giving employment to a force of forty-five skilled mechanics. This house makes a specialty of heavy transfer wagons, carts, drays, etc.; and at present manufactures all wagons for the Union Transfer Co., as also for the Kansas City Transfer Co. It manufactures wagons with 10 feet axles, 4½ inch spindles, 7 feet wheels, 20 inch hubs and 4 inch tire; its products are sold throughout Missouri, Kansas and all the Western States, and it has an extensive trade in California, especially in the redwood district. Mr. Grimes devotes his whole time to his business, carefully supervising every detail, and by fair dealing, with promptness in filling orders, his business is constantly on the increase. He was formerly a resident of California, where he was engaged in the manufacture of wagons. From thence moved to Ottumwa, Ia., engaging in wagon making there, where he purchased large tracts of land. He then came to Kansas City, where he established the present successful enterprise, with a prospect of unlimited good fortune as its results.

The Germania Life Insurance Company.—Principal Offices: Home Office, 20 Nassau Street, New York City. (Established 1860); European Branch Office, Leipziger Platz, No. 12, Berlin, Germany. (Established 1868); Kansas City Office, Room 312, Alamo Building; Mr. August Schulz, Manager. (Established the present year), and agencies in all the principal cities of the United States of America and the German Empire.—The purpose of this brief sketch is to note a few facts in connection with Mr. August Schulz's management of this company's affairs in the West. In him the company has a reliable and eminently trustworthy representative, whose whole heart and mind is in the business. Mr. Schulz is a German by birth and education, having been born in Ulm. He came to America in 1871, remaining in the East for a time, and came to Kansas City about fifteen years ago. Here he established himself as agent, representing special Eastern manufacturers, until he was assigned to his present important position. The Germania Life Insurance Co. is one of the most strongest and reliable organizations in the country, and its methods are based upon sound and conservative principles of insurance. As per its last annual statement January 1st, 1887, is shown assets amounting to \$12,310,626.19, and a surplus as regards policy holders of nearly \$2,000,000. With such financial standing, the company for which Mr. Schulz is the efficient manager of the Kansas City agencies, can offer unprecedented inducements to its patrons.

Knight & Clingenpeel.—Real Estate, Loan, Rental and Exchange Agents; 721 Delaware Street.—This business was established in June, 1887, under the style of Knight & Co., changing to its present style November 1, 1887, the members of the firm now being Messrs. Alfred Knight and J. C. Clingenpeel. The firm does a large business principally in city and suburban property, of which they carry at all times a large list, including some of the most desirable improved and unimproved business and residence properties to be found in the city or its suburbs. They attend to all the various departments usually belonging to a first class real estate agency, buy, sell and exchange real property, attend to renting of houses, loan money on real estate security, and act as agents in the exchange of property. Mr. Knight has resided in Kansas City since 1880, and was formerly engaged in the railroad business in a clerical position with the Union Pacific Railroad. He is a Notary Public, and is prepared to attend to acknowledgements of

deeds and conveyances and do all kinds of notarial business, and Mr. Clingenpeel is a gentleman of superior business attainments and experience, and prior to entering this firm, had long and valuable experience in quoting values on real estate, etc. The firm closely attends to every commission placed in its hands, and is thoroughly reliable in every respect. The firm has since its establishment enjoyed a generous share of the patronage of investors in real estate, and its business has steadily increased from month to month as a result of the reliable methods pursued in the management of their affairs. They are both young and enterprising business men.

Keith & Perry Coal Company.—R. H. Keith, President; Jno. Perry, Vice-President and General Manager; J. C. Sherwood, Auditor; E. E. Riley, Secretary and Treasurer; Miners of and Dealers in Coal; 532 Delaware Street.—One of the largest and best known firms of miners and dealers in coal in the West, is the Keith & Perry Coal Co. The business was originally established in 1871 by R. H. Keith, by whom it was conducted until 1884, when the present corporation was organized, Mr. Keith remaining at the head of the business as President of the company. They own and operate a large number of mines in Rich Hill, Fort Scott and Cherokee districts, in addition to which they are large dealers in anthracite, Blossburg and Cumberland coal, and are extensive manufacturers of coke. Their mines have a capacity of 7,000 tons daily, and are operated through a dozen different shafts, all of which are equipped with the most improved machinery for hoisting, etc. In addition to the main office of the company at 532 Delaware street, they have two branch offices in the city, one at Twentieth and Main streets, and the other at Twelfth and Bluff streets, where the extensive coal yards of the company are situated. They do a very large business, supplying railroad lines in and around Kansas City, large manufacturers, dealers and consumers in carload lots at reasonable rates, and ship coal in large quantities to points throughout Missouri, Kansas and Nebraska. The company is one of large resources and unsurpassed facilities, and its officers are all well known as successful business men, President Keith being in addition to his position at the head of this company, a director of the National Bank of Kansas City, and otherwise prominently identified with important business interests. Mr. Perry, Vice President and General Manager, was for many years located at Fort Scott, Kas., where he was largely engaged in the coal business, consolidating his interests in 1884 with those of Mr. Keith, and forming the present company. He is a prominent and representative citizen, and is President of the Citizens' National Bank of Fort Scott, and a leader in other important business enterprises. Mr. Sherwood, the Auditor, was formerly connected with the Fort Scott & Gulf Railroad in the auditor's department, and Mr. Riley, the Secretary and Treasurer of the company, is a gentleman of business training, who brings to his duties experience and efficiency. Thus officered and managed, the company has established itself firmly in the confidence of the trade and the public, by the superior quality of coal in which it deals, the promptness and reliability with which all orders are filled, and its thorough accuracy in every respect.

The Kirkpatrick-Christopher Commission Company.—Room 20, Merchants' Exchange Building, Fifth and Delaware Streets.—This reputable house was founded in 1877 by Messrs. H. M. Kirkpatrick and B. C. Christopher. In the years that followed, a successful business career had marked the well directed efforts of the enterprising gentlemen of this firm, and in June, 1884, a reorganization was effected, and the business assumed corporate existence under the present name with a capital stock of \$50,000 owned equally by the following board of officers who have the management of its affairs: Messrs. Z. O. Smith, President; B. C. Christopher, Vice-President; H. M. Kirkpatrick, Secretary and Treasurer. The company does a grain commission business, receiving consignments from Western Missouri, Kansas, Nebraska and South Iowa. The trade extends east and southward. This company are lessees of the Novelty Elevator, having a capacity of 225,000 bushels. A force of experienced hands are in the employ of the company, and a most satisfactory service is rendered in the receipt and shipment of grain. The company's business now aggregates upwards of one million dollars annually and with an average crop, a handsome increase in the volume of trade is assured. Mr. Smith has been a resident of Kansas City since 1869, and was a pioneer in the grain trade here, having made the first shipment of grain to the seaboard from Kansas City. He

hails from the State of Ohio. Mr. Christopher is a Missourian, and has been a resident of this city since 1876. Mr. Kirkpatrick's residence is contemporaneous with the latter's, and he is also interested in live stock, being of the firm of Kirkpatrick & Co., live stock merchants. All are prominently identified with the development and success of the grain trade, and stand high in the commercial circles of Kansas City.

F. W. Craig & Co.—Real Estate and Fire Insurance; 115 West Eighth Street.—Mr. Craig has been in Kansas City since 1879, and has a thorough knowledge of the city and the values of the different properties in it, and is capable of making safe investments of money if any man is. He is a notary public and his patrons and customers do not have to pay both commissions and fees by having to go to a notary after their trade is made. He also represents a number of first-class insurance companies as follows: The Citizens, of Plymouth, assets, \$704,788, liabilities, \$201,290, surplus, \$503,498; Peoples, of New York, assets, \$383,078, liabilities, \$118,458, surplus, \$2t 4,620; United States, New York, assets, \$611,810, liabilities, \$101,516, surplus, \$510,293; Boatmen's, of Pittsburgh, assets, \$445,330, liabilities, \$186,956, surplus, \$258,374; Pennsylvania, of Pittsburgh, assets, \$291,525, liabilities, \$90,478, surplus, \$201,047; Manufacturers and Builders, New York, assets, \$502,923, liabilities, \$115,584, surplus, \$387,338; and the Granite State, of New Hampshire, a new company with a capital of \$250,000. Mr. Craig came from Henderson, Ky. He was formerly in the furniture manufacturing business in Owensboro, Ky., employing on an average sixty-five men. He has been in Kansas City for the past nine years, three of which he was a book-keeper, and has been in real estate about two and a half years. He is an active, reliable business man.

William T. Mathews.—Importer and Retailer of Dry Goods, Cloaks, Etc.; 726 Main Street, and 725 Delaware Street.—This business was established in 1880 by the firm of Moore & Harris, the interest of Mr. Moore being shortly afterward purchased by Mr. Mathews, who also bought out the interest of Mr. Harris a few months later. The original location of the business was at 1523 and 1525 Grand avenue, removal being made in 1885 to the present premises occupied by the business, embracing a three-story structure, 25 x 90 feet in dimensions. The store is arranged with all the conveniences and accessories calculated to facilitate the business, and a large and completely diversified stock is carried, including everything in the line of dry goods, cottons of all kinds, imported silks, velvets, laces, dress goods, white goods and everything pertaining to the line of staple and fancy dry goods, an unsurpassed assortment of cloaks, mantles, suites and jackets, and a well assorted stock of notions, ribbons, embroideries, etc. Twenty-three clerks and assistants are given employment, and the superior selection made in the assortment of the stock, and the reasonable prices at which the goods are sold have secured for Mr. Mathews a large and steadily growing patronage in the city and surroundings, and a merited position among the leading retail establishments of the city and the West. Mr. Mathews is a gentleman of thorough business training and superior attainments, whose close attention to business and reliable methods have been prime factors in securing for him the deserved prosperity he now enjoys.

Kansas Box and Basket Company.—G. W. E. Griffith, President, Secretary and Treasurer; C. W. Putnam, Superintendent and Manager; Manufacturers of Fruit Boxes, Baskets, Etc.; River Bank, Foot of Washington Avenue, Kansas City, Kansas.—An important enterprise, which has steadily increased the volume of its output from the inception of its business to the present time, is the Kansas Box and Basket Co., which occupies a two story factory, 50 x 150 feet in dimensions, at the foot of Washington avenue, in Kansas City, Kas., and has a warehouse across the street from its factory, which is a two-story building, 50 x 150 feet. The factory premises are completely equipped with all the latest and most highly improved machinery and appliances adapted to the manufacture of staves, splint and grape baskets, berry boxes, peach boxes and egg cases, walnut lumber and veneering, the machinery including a band saw mill and all the special appliances used in this business. A force ranging from fifty to seventy-five men, most of whom are expert workmen, is employed, and the capacity of the factory amounts to about 500 dozen baskets, from 600 to 1,000 large boxes, and from 50,000 to 100,000 berry boxes per day.

The premises are eligibly located with a switch track in the immediate vicinity, facilitating the handling and shipment of raw material and manufactured product, and the company has already built up a large trade extending throughout Missouri, Kansas, Texas, Nebraska, Iowa and Colorado, a specialty being made of berry boxes, grape baskets and egg cases, and a large trade being maintained in the general box business. Mr. Griffith, President, Secretary and Treasurer of the company, resides at Lawrence Kas., of which city he is a prominent citizen, being President of the Merchants' National Bank of that place, and he also is the owner of a large basket and box factory at St. Louis, Mo., is interested in the mining business in Old Mexico and Colorado, has large stock interests in Kansas, and is prominently identified with many important business enterprises. The practical management and superintendence of the business here is in charge of Mr. C. W. Putnam, who has for many years been engaged in this business and is thoroughly practical in all its details; and the ample resources and superior facilities possessed by the company, the prompt and satisfactory manner in which it fills orders and the fairness and accuracy of its dealings with its many customers give it an important place among the leading industries of Kansas City.

Beaham & Moffatt.—Teas, Coffee and Spices, Flavoring Extracts, Baking Powder and Blueing Manufacturers, Importers and Jobbers; 8 and 9 Santa Fe Street, Kansas City.—This important industry

was founded in 1879, by Messrs. E. I. Hogan, F. O. Smith and E. O. Moffatt, Mr. Smith buying out the former in 1884. In 1886 occurred the tragic death of Mr. F. O. Smith, who was buried in the ruins of their store, then located on West Second street, near Main street, the result of a violent tornado. The breach caused by this misfortune, was subsequently filled by Mr. Thomas Beaham, who had previously been engaged in business at Zanesville, O. Thus the firm continued in business under its new designation up to the present time. Both gentlemen are eminently fitted by experience and commercial training for the business in hand. Mr. Moffatt was formerly connected with the Chicago, Rock Island & Pacific Railway Co., at Chicago (freight claim department). The premises occupied for business purposes are 80x120 feet in dimensions, five stories and basement, a substantial brick building, supplied with all appliances, machinery and conveniences for the proper and expeditious prosecution

cution of the business. A fifty-horse power engine is the motive power for driving four of the best modern coffee roasters, and every other appointment of this model establishment is in keeping with the progress of the times, and ranks second to none in point of the amount of its product placed upon the market, and within the trade territory tributary to Kansas City. Among the many conveniences possessed by this house, may be mentioned incandescent lighting of the building, fire escapes, speaking tubes and telephone communication to every part of the city as well as telegraph service all over the country. Their facilities for the receipt and shipment of goods are superior. Switches connecting with the various railroads centering here are conveniently located on all sides of their premises. The capacity of the coffee roasters is 100 bags per diem. There are twenty-five people in the employ of this house, eight of whom represent the firm in their trade territory, which embraces Kansas, Western Missouri, Colorado, Nebraska, and steadily extending to adjacent territory. Their specialties are importing teas (of which they carry about 100 different lines). Their three pound packages of "Mojava" coffee, which owing to its superior quality and flavor, commands a very extensive sale all through the West, among the lovers of really fine coffee; also Vienna laundry blue, the best in the market, and Vienna triple extracts, possessing unexcelled qualities in purity and flavor. These flavoring extracts are also greatly in demand on account of their superior merit. Pure ground spices, which they guarantee second to none ground.



The success of this house under many adverse circumstances is in itself proof of the high order of business sagacity and personal courage and endurance possessed by the gentlemen controlling its affairs from time to time. This, coupled with the commercial honor that characterizes their business methods, has won for this house a deservedly conspicuous position in trade circles. The house is in the front rank of the progressive firms of the Gate City.

D. Ellison & Son.—Real Estate Agents; 601 Delaware Street.—The great activity in the real estate market in this city, and the number of transactions carried on in connection with realty, renders the selection of a reliable agent a matter of great importance, both to those wishing to sell and those desiring to invest. A gentleman engaged in this business, who has a deserved prominence which he has earned by over twenty years of honorable and correct business conduct, is Mr. David Ellison, who established himself in the real estate business in this city in 1866, conducting it alone until 1883, when he was joined by his son, Mr. Garret Ellison, who had been trained to the business under the experienced guidance of his father. The accurate knowledge of real estate matters possessed by the Messrs. Ellison, who are justly regarded as keen judges of values, present and prospective, of Kansas City real estate, makes this agency a favorite medium through which to transact business in relation to city property, and as a consequence the firm has a large clientele, and does an extensive and active business. During the past year they made 350 transfers of real estate, amounting in value to \$500,000, included among which was a transaction embracing the sale of the Slocomb tract, situated on the corner of Prospect and Springfield streets, and comprising fifteen acres, which was sold for \$65,000. Mr. Ellison, Sr., came to the city in 1866 from Des Moines, Ia., where he was engaged in business as a lawyer and real estate agent, and he is still engaged in the practice of the law. He is a substantial and popular citizen, and has several times been selected by his fellow-citizens in a representative capacity, having served in the City Council for four years and as President of the Council for one year, and also filled the office of City Recorder for one term. Both the Messrs. Ellison are gentlemen of the highest standing, and those having any business to transact in connection with real estate in Kansas City or its vicinity, can find no better medium through which to carry on their business than this well known and representative firm.

Edgar B. Kay, C. E.—Sanitary and Hydraulic Engineer; 118 West Sixth Street, Walworth Building.—Mr. Kay opened this office in 1886, and has enjoyed a good and growing business from the start. He makes a specialty of sanitary and hydraulic engineering; prepares plans, specifications and estimates, and superintends the construction of sewerage, drainage and plumbing systems, also of water works, steam and water power, general heating, ventilation, etc. He designed and constructed the steam-heating, electric light and sanitary work of the Warder Grand Opera House, which is one of the finest theatres in the United States. He prepared the plans for the heating apparatus in the New York Life Insurance Building and the New England Insurance Building, and at present is busy putting the steam heating and electric light plants into twenty-two buildings on Broadway for Mr. J. K. Landis. Mr. Kay is a graduate of the Rensselaer Polytechnic Institute of Troy, N. Y. He was professor for two years in his Alma Mater after graduating. He did a great deal of engineering work prior to coming to Kansas City, is eminent in his profession, and his services are fully appreciated by the builders of this fast growing city.

J. P. Emmert & Co.—Live Stock Commission Merchants; Room 20, Stock Exchange Building.—Prominent among the live stock commission interests of this city honorable mention is due to the firm of J. P. Emmert & Co., which was established in 1873. At its inception the enterprise was located at St. Joseph, Mo., and the business is still continued at that point under the same firm name. Mr. V. W. Emmert has charge of the affairs of the St. Joseph house, assisted by Mr. Charles F. Emmert in the management of the office business of the concern. The founder of this important and reputable enterprise, Mr. J. P. Emmert, is at this end of the line, and under his careful and judicious management a wonderful expansion in business has resulted since the establishment of his headquarters in Kansas City. The firm do a strictly exclusive commission business in live stock

and kindred lines. The annual sales of this great industry amount to upwards of \$4,000,000, and are steadily increasing in volume. Mr. J. P. Emmert is a native of the Keystone State, removing with his father, Philip Emmert, to Henry County, Illinois, where he settled while the subject of this sketch was but a child in years, but his subsequent life was fraught with many changes. Arriving at manhood's estate, he enlisted under his country's flag in the service of the Union Army where he battled faithfully in the cause of freedom and a united country for four long years and was honorably discharged. Returning home he at once engaged in the live stock business, which he has followed ever since with a success almost unparalleled in the annals of trade. Subsequent to the establishment of his business in St. Joseph, Mo., he superintended the construction of the Union Stock Yards at that place, and was the prime mover in the organization of the pioneer live stock commission industry of that city in 1873. At the opening of his business here in 1883, his adaptability as cattle salesman and confidential adviser on the Kansas City Live Stock Exchange gave him commanding prominence. His associates in business, Messrs. P. Weidlein, salesman in the hog department; J. W. Stutterd, book-keeper for the house; and E. L. Kreider, solicitor on the road, are highly gifted business men who perform their respective duties in a commendable manner and to the entire satisfaction of the firm. A more honorable business record and successful career is seldom witnessed in these days.

Excelsior Plating Works.—Gold, Silver and Nickel Plating; Office and Showrooms, 611 Main Street.— This industry was founded several years ago by Mr. Chas. H. Waid, who has had an experience in this line of upwards of one quarter of a century in Boston, New York and other cities. He has been a resident of Kansas City for a number of years and since the establishment of his business has met with deservedly great success. Mr. Waid possesses the very best facilities for the prosecution of the art of gold, silver and nickel plating, in which line he excels. His business is confined to the city mainly, but he also does work on orders from Nebraska and Kansas. His trade has been steadily increasing from year to year by reason of the superiority of his work and the trustworthy methods exercised in all his dealings. At his establishment may be found a large and elegant display of his handiwork, in proof of the consummate skill he employs in the execution of this difficult work.

Fairbanks & Co.—Scales; 302 and 304 Washington Avenue, St. Louis, Mo.; Kansas City Repair Shop; General Repairing and Agency of Fairbanks Scales; 1312 Union Avenue.—The fame of the Fairbanks scales has reached every clime, where the English language is spoken; and this celebrated company has offices in nearly every city of any considerable size in the United States. The Kansas City house is directly a branch of the St. Louis establishment, having been founded in 1876. The property where the repair shops and salesroom are situated is owned by the company, whose intention is to erect an elegant five-story building for the further advancement of its business here. Mr. E. S. McClain, the efficient manager of the concern, and also traveling salesman for the company, is a native of Pittsburgh, Pa., but since 1880 has resided in this city. A sufficient force of skilled workmen are employed in the shops, which are furnished with all necessary machinery and appliances for the prosecution of the business. A full line of Fairbanks scales, Westinghouse automatic engines, Smith-Vaile steam pumps, Eclipse wind mills, etc., is carried in stock. The management of the house is in strict keeping with the principles early adopted by the company, "first-class goods and square dealing."

A. S. Gregg & Co.—Real Estate and Rental Agents; Room D, Alamo Building, Seventh and Delaware Streets.—This business was established in December, 1886, by the firm of Glenn & Gregg, changing in April, 1887, to Malone & Gregg, and in August, 1887, upon the retirement of Mr. Malone, to its present style. Mr. Albert S. Gregg, who has resided in Kansas City since 1874, has been engaged in business pursuits ever since locating here, and since embarking in his present pursuit, has enjoyed a generous share of the business in this department of industry, and has conducted a number of the most prominent transactions in real estate in the city, among which may be mentioned a transaction comprising the sale of seventy-two acres located on Ironton avenue, south of Brush Creek, for \$72,000, and

other large sales ranging from \$5,000 to \$6,000 in value. He carries at all times for sale a desirable list of residence and business properties, handling real estate both in Missouri and Kansas, and particularly in Kansas City and the adjacent towns, and carries on all the departments of a legitimate real estate business, investing capital, buying, selling and exchanging property, paying special attention to the renting of houses and collection of rents. Close and accurate attention to all the details of the business has secured for the firm the approval of those with whom it has had dealings, and a merited prominence as one of the most reliable concerns engaged in this business in the city.

Crane Brothers Manufacturing Company.—R. T. Crane, President; N. O. Nelson, Vice-President; William Curr, Treasurer; Edward Worcester, Secretary; Manufacturers and Jobbers of Steam Heating and Plumbing Supplies; 1328 and 1330 West Eleventh Street.—The Crane Brothers Manufacturing Company, having its headquarters at Chicago and prosperous branches in Kansas City, Omaha and Los Angeles, is recognized among the largest and most prosperous of the American firms engaged in the manufacture and jobbing of steam heating and plumbing supplies. The business was originally established in 1855, by the firm of Crane Brothers, and was incorporated under its present style in 1865. The Kansas City branch, as now conducted, was established early in 1887, as a consolidation of the prominent firms of English Brothers and The N. O. Nelson Manufacturing Co. with the Crane Brothers Manufacturing Co., making a combination of resources and facilities surpassed by no other establishment in the country. The premises occupied by the company in this city embrace a five-story and basement building, 50 x 110 feet in dimensions, utilized as office and salesroom, and a warehouse across the street from the main building, which is a three-story and basement structure, 50 x 100 feet in area. In these premises is carried a large and completely diversified stock, embracing everything in the line of apparatus and appliances for steam heating, plumbing, gas fitting, etc., and all the latest and most highly improved sanitary apparatus. A force of eighteen clerks and assistants is given employment in the store, while six traveling salesmen of wide acquaintance in this branch of trade represent the company on the road in the territory assigned to this branch establishment, covering Missouri, Kansas, Nebraska, Colorado and Texas. Mr. C. C. English, who has charge of this branch, is well known to the trade as a gentleman of long and practical experience in this department of industry, in which he has been engaged in Kansas City for twelve years, having been a member of the firm of English Brothers prior to the consolidation of its interests with that of the company whose interests in this section he now has in charge. Thoroughly efficient, practical and reliable in all his transactions, the business of the company is steadily growing under his supervision.

Hingston, Coy & Peake.—Manufacturers of and Wholesale Dealers in Furnishing Goods; Office and Warehouse, 533 and 535 Delaware Street; Factory, 538 Delaware Street.—This firm, of which Messrs. S. J. Hingston, William A. Coy and William Peake are the individual members, was formed in 1885, prior to which each of the gentlemen named had been in the employ of the firm of Tootle, Hanna & Co., Mr. Hingston having been with them for twenty years, Mr. Coy three years and Mr. Peake sixteen years. The long and practical experience in all the departments of the business possessed by each of the members of the firm enabled them to establish their enterprise upon a foundation of efficiency, and they have now built it up to a prominent and commanding position, and control a trade covering the States of Kansas, Missouri, Nebraska and Colorado, and the Territories of Arizona, New Mexico and Indian Territory. They occupy a store 50x100 feet in dimensions, three stories high, and have also a two-story factory, 25 x 140 feet in dimensions, completely equipped with all the latest and most improved machinery and appliances adapted to the branch of production in which they are engaged, and which includes the manufacture of duck and jean pants and furnishing goods of every description, giving constant employment to a force of 110 employes, in addition to which a force of ten competent clerks are employed in the store, while a staff of traveling salesmen represent the firm in its trade territory. The firm, from its inception to the present time, has based its claim to success upon the superiority of its product and the honorable and reliable character of its business methods. As a consequence it has acquired in

an eminent degree the confidence of the trade, and is now justly regarded as one of the leading concerns in its line in the entire West. All orders for every description of goods in the lines enumerated are filled in a prompt and satisfactory manner, and the jobbing trade of the house is steadily increasing and expanding the territory covered by its sales.

J. R. Bell.—Importer and Jobber in Musical Merchandise, Publisher of and Dealer in Sheet Music and Music Books; 613 Main Street.—This industry was organized and established in 1870, by Conover Brothers, and in October, 1884, Mr. J. R. Bell succeeded them in business with the extensive stock then on hand. The sales of this house are im-



mense, it being the most popular music house in

the entire West. With a splendid local trade it is constantly receiving orders from all over the country. Carrying every species of musical instruments, they have a specialty in sheet music, and always have on hand the latest publications. Mr. Bell is a native of New Field, New York, and came to Kansas City in 1868. He resigned a lucrative position in 1884, to assume proprietorship of the present enterprise. He owns the copyright of many of the most popular musical gems, and is engaged to a large extent in publishing. This house holds the western agency for the "New Model Washburn" guitar, which is universally recognized as the favorite in musical circles. A cut of this popular instrument appears in connection with this article.

Theo. F. Conkey.—Contractor and Builder; North-East Corner of Fifteenth and Main Streets.—It is to such enterprises as this that Kansas City may attribute her magnificent edifices which are the pride and the boast of every citizen within its limits. In the erection of large and substantial buildings a great deal depends upon the reliability of the contractor and the builder, and the honest fulfillment of the purposes of the architect and proprietor, and in this respect Mr. Conkey stands with an unsullied reputation among the entire business community. He has ten experienced workmen employed, and his business transactions amount to \$20,000 annually, principally located in Missouri and Kansas, where all his dealings have been successful, financially and otherwise. Mr. Conkey is a native of New York, was a long time engaged in this business in Chicago, Ill., and became a resident of Kansas City eight years ago, and founded the present industry here in 1880. He is also interested in various other enterprises in the city, and is regarded as most reliable in business circles.

Kansas City Radiator and Iron Foundry Company.—R. P. McGeehan, President; Charles C. Adams, Vice-President; Ed. H. Ball, Secretary; N. McAlpine, Treasurer; Joseph Askins, Manager; Office, Rooms 13 and 14 Wales Building.—This association was organized and established October 1st, 1887, by the parties above named, and was incorporated at the same time with a capital stock of \$200,000. This association ranks among the largest of the manufacturing industries in the city, and it now employs from two hundred to five hundred skilled workmen, while its business is constantly increasing. The range of manufactures carried on at the works is a wide one, comprising general foundry work with a specialty in Askins' Improved Radiators, and its trade extends throughout Missouri, Kansas, Nebraska, Iowa, Colorado, Arkansas, Texas, Indian Territory, and as far West as California, while it also has an extensive business in the Eastern States, and many of the largest and most important manufacturing establishments of the city have been supplied and fitted with machinery from these works. All the operations of the works are conducted under the close personal management of Mr. Joseph Askins, who is a thoroughly practical and experienced

man in the business. The foundry building covers an area of 60x150 feet, one story, while the finishing shops are 40x150 feet, two stories in height, and have attached all the most approved facilities for the accommodation of workmen, together with a switch-track for the purpose of facilitating receipts and shipments. Mr. R. P. McGeehan, President, formerly resided in Ohio, but has lived in Kansas City three years. He has extensive financial interests here, and is one of the stockholders of the new bank being organized in Argentine. Mr. Chas. C. Adams, Vice-President, is a native of Ohio, and is at present residing at Warren, that State. Mr. E. H. Ball, Secretary, is a native of Milwaukee, Wis., and is a resident of and connected with many prominent enterprises in Kansas City. Mr. N. McAlpine, Treasurer, is now, and has been for the past fifteen years, a resident of Wyandotte, Kansas, and is connected with many enterprises there and in Kansas City. Mr. Joseph Askins, patentee of the Askins' Improved Radiator, and manager of the above association, is a resident of Kansas City. All are gentlemen of extensive resources, and are well and favorably known in business circles throughout the country.

Elliot & Whittaker.—Real Estate and Loan Agency; 900 Main Street, Room 15.—This business was organized and established in 1885, by Van Matter & Orem; the firm changing in 1886 to Orem & Elliot; and in November, 1887, it assumed its present style. Among the real estate and loan agencies this house holds an enviable position. From its incipiency it at once took a front rank, and easily maintained its position. Its operations are extensive, principally in Missouri and Kansas, while men of long residence in this city, possessed of large wealth, have gradually learned to intrust their real estate investments and sales to this popular and reliable firm. It enjoys an extensive trade in the various popular additions, and is loaning large sums on city and farm property. This firm is well established in the confidence and favor of a large patronage bestowed by non-residents who have made, and are making, investments in the realty of the most progressive city in the entire country. Mr. Elliot is a native of New York, but was engaged in the mercantile business for fifteen years in Colony, Kas. He is now a resident of Kansas City, where he has been favored with financial success. Mr. Whittaker is a native of Ohio, and afterward moved to Colony, Kas., where he was a successful practicing physician for a number of years; and from thence he recently came to this city and engaged in his present avocation.

Crawford & Patterson.—Wholesale and Retail Dealers in Feed; Office and Warehouse, Joy and Hickory Streets; Telephone 887.—This enterprise was established in July, 1887, and although of such recent date, has met with deservedly great success. The individual members of the firm are Messrs. J. G. Crawford and W. M. Patterson. They are practical business men, thoroughly conversant with the feed industry, and possess superior facilities for the proper conduct of their affairs in providing abundant and healthful food for live stock, in hay, corn, bran and oats. Their warehouse facilities are ample and complete, having railroad switches at hand for the prompt receipt and shipment of consignments, and teams for short distance delivery on local orders. The trade of this house extends to the city and its surroundings, and amounts to a generous income upon their investments. Mr. J. G. Crawford has been a resident for more than a year. He hails from Illinois, and has been an active business man many years. His associate, Mr. W. M. Patterson, has resided in Kansas City ten years; he was also from Illinois, and was previously engaged as shipping clerk in this city. The success of this enterprise is due to the courage and care these gentlemen have exercised in the conduct of their business. Their continued success is assured.

Kansas City Mutual Accident Association.—James M. Offield, President; Ed. Coman, Vice-President; J. R. Owens, Secretary and Treasurer; James H. Mara, Assistant Secretary; Jackson, Wilkes & Jackson, Consulting Surgeons, New Times Building; Crittenden, McDougal & Stiles, Attorneys, Delaware Block; Home Office, 206 Nelson Building, Corner of Main Street and Missouri Avenue.—One of the most important additions to the insurance corporations of the West was that made by the incorporation on June 17, 1887, of the Kansas City Mutual Accident Association, under the laws of the State of Missouri, and which offers superior attractions to those who desire to protect themselves against the

results of accident. In the formation of the plans of this company, the lessons of all other former experience have been regarded, and an endeavor has been made to combine in their policy the most liberal terms, consistent with safety and ability to pay whatever losses may be incurred, and although the association only began active business August 18, 1887, it at once took a foremost place among the institutions of its kind, and within three months from the beginning of its business had written some \$4,000,000 in risks. The company is a mutual association upon the assessment plan, the number of assessments being limited to six annually, the first being payable two months from date of membership, and thereafter every sixty days. No medical examination is required to secure membership in this association, and any person who resides in the United States or the Dominion of Canada, from eighteen to sixty years of age, of sound mind and body, in good health and of temperate habits is eligible to membership. The company issues the most liberal policy on earth, pays fifty-two weeks indemnity, and pays \$5,000 at death resulting from accident, \$5,000 for loss of both hands, \$5,000 for loss of a hand and foot, \$5,000 for loss of both feet, \$2,500 for loss of one hand, \$2,500 for loss of one foot, \$2,500 for loss of both eyes, and \$750 for loss of one eye. The company places no restriction upon residence, travel or occupation, is under prudent and careful management, and promptly and liberally adjusts all claims against it. The company has fifty agencies in the State of Missouri and several in Arkansas, in which State it has placed a \$20,000 bond, entitling it to do business there. The officers and directors of the company are prominent and successful business men, the President, Mr. James M. Offield, being a Sedalia capitalist, who has recently removed to Kansas City, and is interested very largely, in a private way, in real estate in this city. Mr. Owens, the Secretary and Treasurer, is a prominent business man of Kansas City, and a gentleman of superior attainments and active and enterprising methods. Mr. James H. Mara, Assistant Secretary, is Master of Transportation of the Missouri Pacific Railroad. The Board of Directors is composed of Messrs. James M. Offield, Ed. Coman, Joe T. Herrington, Richard T. Gentry, J. R. Owens, James Laughlin and James H. Mara. Mr. Herrington is the well known railroad man, and largely interested in real estate in this city. Mr. Gentry recently came to this city from Sedalia, where he has been for some time engaged as bank cashier. Under the direction of these prominent men the company is enjoying an active business which is steadily increasing, and the sagacious methods upon which it is managed and its thorough financial reliability, have contributed to secure for it a steadily growing business; and although young, the company is already issuing policies at the rate of about 500 per month. Mr. James Laughlin is train master on the Wabash Railway. He has a large acquaintance, not only in railroad circles, but throughout Northwest Missouri, and is well known in Kansas City, where he has resided for the past eighteen years. Mr. Ed. Coman, the Vice-President of the association, is the Assistant Grand Chief Conductor of the Order of Railway Conductors, and is well and favorably known in railroad circles throughout the country. He has been connected with the Kansas City, Fort Scott & Gulf and Southern Kansas Railways for the past fifteen years. He is a resident of Kansas City, and is known to a large number of its citizens. The executive committee consists of James M. Offield, President; J. R. Owens, Secretary and Treasurer, and H. W. Gilbert. Mr. Gilbert is a resident of Kansas City, is largely interested in real estate and mining investments, and is well known to a large number of business men of the city. The executive committee are in session daily, and as this is a Kansas City institution, all claims are acted upon at once, thus avoiding all delays that usually occur in all other companies. The Kansas City Mutual Accident Association is a home institution, and is entitled to the support of the citizens of this energetic and thriving city.

W. H. English.—Real Estate Broker; 721 Delaware Street.—This business was established May 1, 1886, by the firm of English & Son, by whom it was continued until September 16, 1887, when the interest of the elder Mr. English was purchased by Mr. J. A. Kirkton, after which time, he, with Mr. W. H. English, composed the firm, until November 1, 1887, when the former withdrew and the latter has continued the business alone. This is one of the most prominent and prosperous of the real estate firms of the city, and has conducted a number of the most extensive deals in real estate which have characterized the recent advance in interest in Kansas City property. Among other transactions the firm sold Lincoln

Place, situated on Woodland avenue and Thirty-seventh street, fourteen and a half acres in extent, for \$60,000, having sold it previously for \$40,000, making \$20,000 for the first purchaser, and the aggregate of the transactions of the firm for the year approximating \$500,000 in value. The close and faithful attention paid by the firm to the interests of its clients and the personal supervision of all the details of its business, has secured an efficiency in brokerage service, which has commended Mr. English to the favor of resident and non-resident investors, and as a consequence of this merit his business is steadily growing, and the firm enjoys a reputation second to none in this department of business in the city. All commissions entrusted to his hands are attended to promptly, and his relations with clients are at all times of a satisfactory character.

J. F. Corle & Son.—Proprietors of Kansas City Oat Meal and Cereal Mill; Eighth and Santa Fe Streets.—This large and all important industry is the only one of the kind in the city. The product of the mill has a deservedly high reputation, and finds an extensive sale locally and through an outside trade territory, embracing the Western States as far as California. Fifty experienced millers are employed on a weekly pay-roll averaging one thousand dollars, and the mill itself is a model of system and completeness. Mr. J. F. Corle is a business man of tact and energy. He established the enterprise in March, 1886, and has always catered to a constantly increasing trade by supplying his customers with a choice and most superior grade of goods. In stock is carried pan dried steel cut oat meal, oat sprays, rolled oats, cracked and rolled wheat, pearl barley, graham flour, buckwheat flour, hominy, etc.

E. C. Dyer & Co.—Live Stock Commission Merchants; Room 54, Stock Exchange Building.—Experienced live stock dealers affirm that there is not another house in the whole live stock exchange so eminently qualified for success in its line of business as that of E. C. Dyer & Co. This firm was organized in 1875, since which time it has pursued a steady course of prosperity. Mr. Edwin C. Dyer is a native of St. Paul, Minn., subsequently removing to Kansas City in 1875. He is the popular cattle salesman of the firm, and thoroughly practical in that important department. Mr. William Epperson, the senior member of the firm, has been a resident of Kansas City since 1857, and he is accounted to be one of the oldest and best known hog salesman West of the Missouri River. The books of the concern are in charge of Joseph Doran, who also keeps a watchful eye over the office affairs. The house has ample facilities for the care and handling of stock, making liberal cash advances on consignments, and insuring prompt net returns on sales of stock. A competent force of employes is found about the yards, and every detail of the house receives the utmost care and attention, the annual sales amounting to upwards of \$1,500,000. The trade of the house is mainly in Missouri, Kansas, Nebraska, Indian Territory and Texas, receiving occasional consignments from other Territory, soon to become its active field of operations. A wide and diversified experience, together with just and methodical business principles, have united in an eminent degree to place this house among the foremost of its kind in the stock exchange.

Harrison & Platt.—Real Estate Brokers; 609 Delaware Street.—This industry was established in 1874, by the present firm, and is now enjoying an annual business of \$1,000,000; its trade being principally located in the city, while they deal largely in addition property, buying and selling same, and loaning money on good security. The judicious and careful handling of real estate, both in buying and selling, requires men of sound judgment and business tact, entrusted as they are with a line of business which exceeds in magnitude any other single industry. This firm has been in business in this city thirteen years, and in that time has built up an enviable reputation. They attend to all branches of real estate business, pay taxes, collect rents, examine titles, and do a general conveyancing business. Their large experience has given them a thorough knowledge of values, and their facilities for learning all the varied opportunities of trade render their services of value to all who have business in this line. They attend faithfully to the interest of all their patrons, manifesting great executive ability in all their transactions. Mr. J. S. Harrison, senior member of the firm, is a native of Hamilton County, Ohio, read law with Hon. Stanley Matthews, in Cincinnati, came to Kansas

City in 1872 and engaged in the real estate business with Fisher & Co. Mr. C. B. Platt is a native of Rhode Island, and read law with Judge C. H. Mason, of Cannelton, Ind. He has been a resident of this city since 1868, where he has practiced law, and entered into the real estate business in 1869. The high reputation of this firm has been won by reliability and fair representation of all business transactions, and it is entitled to the prosperity it has achieved, while at the same time subserving the public good.

Nichols & Shepard Company.—Kansas City Branch House, Chas. W. Brown, Manager; Vibrator Threshing Machinery; 1323 Hickory Street.—The



home establishment of this gigantic enterprise is located at Battle Creek, Mich., having been established in 1848, consequently it is one of the oldest houses of its line in the United States. It is the largest factory in the United States devoted exclusively to the manufacture of threshing machines, having a capacity for the production of one engine every two hours. A capital stock of \$1,000,000 is invested in the extensive plant, including the factory, sales-rooms, warehouses, etc. The company owns and operates a railway for their own special business from their works in the suburban districts to the railway yards in the city. In their shops and about their premises over four hundred men are employed, and their annual business aggregates \$2,500,000, with a surplus over and above liabilities of \$750,000.

The officers of the company as incorporated in 1886, are John Nichols, President; David Shepard, Vice-President; Edwin C. Nichols, Treasurer, and A. A. Ellsworth, Secretary; all residents of Battle Creek, Mich. The Kansas City branch was established in 1880, under the name of Nichols, Shepard & Co., which designation it bore until the incorporation of the home company in 1886, when it was changed to the present style. Mr. Chas. W. Brown, manager of this branch, is a native of Michigan, and served in the employ of the company eighteen years prior to removing to Kansas City in 1887. The bookkeeper, Mr. C. C. Champion, is also a native of Michigan, and has been in the employ of the company five years. The premises consist of an elegant four-story building $63\frac{1}{2} \times 128$ feet in dimensions, a switch track in the rear and interior arrangements and facilities adequate to the prosecution of their vast business. A competent force of employees, including three commercial travelers, are required, and an annual business of \$300,000 is transacted. Their products, consisting of "vibrator separators," spur speed horse powers, triple gear horse powers, clover hulling attachments, self-grinding traction and portable engines, find patronage in Kansas, Missouri, Nebraska, Arkansas and Colorado, and farther West and South. This is the only branch house in this line located in Kansas City.

Inter State Investment Company.—J. G. Reynolds, President; W. A. Bunker, Vice-President; Offices in the Bunker Building, 100 West Ninth Street, Rooms 6, 7 and 8.—This company was incorporated in March, 1886, with a capital of \$100,000, and has become one of the solid and reliable institutions of the city. Mr. Reynolds, the President of the company, is of the firm of Trumbull, Reynolds & Allen, wholesale seed merchants and manufacturers, who are one of the old established firms of the city, having been in business here some seventeen years. Mr. Reynolds himself is a gentleman of large means, who has always had great faith in Kansas City, and has evidenced the same by his large investments. At the same time he has been careful and conservative in his investments for himself, and those who have invested through his company. Mr. Bunker, the Vice-President of the company, has also been one of the most successful business men of our city, and is a gentleman of large means. He is President of the Western Newspaper Union, one of the proprietors of the Great Western Type Foundry, and the owner of the large block known as the Bunker Building, and other large and valuable properties. The Inter State Investment Co. since its organization, has been one of the most successful and careful investors of capital in our city. They were instrumental in the organization of the West Side Land and Park Co., the Riverside Improvement

Co., the Boston Land and Park Co., the Silver Springs Investment Co., the Stover Investment Co., who own some \$3,000,000 worth of properties that are considered the safest investments in the city, with the greatest future before them, all being a part of and adjoining the great business center of West Kansas City, with the elevated railroad and its branches running through them. The Inter State Investment Co. refer to the American National Bank, and the National Bank of Kansas City, as to their manner of doing business and the safety they offer investors.

Henry & Coatsworth Company.—Wholesale Lumber Dealers; Corner of Seventeenth and Belle Streets.—Covering an area of four acres of valuable city property, the great lumber house of Henry & Coatsworth Co. occupies a leading position as one of the most important industries of Kansas City. A capital stock of \$200,000 is the basis upon which this company transacts an annual business of \$350,000, and handles the vast amount of twenty million feet of lumber annually. The company employs forty persons, six of whom are clerks and bookkeepers, with a weekly salary of four hundred and fifty dollars. This great enterprise was established by Henry Barker & Co. of Chicago, and Jay Coatsworth of Kansas City in 1878, who were succeeded by the present corporation in 1885. Mr. J. Coatsworth, the President, is a native of Rochester, N. Y., having removed to Kansas City in 1878. He is a gentleman of extensive experience in the lumber industry, having been a lumber dealer for a quarter of a century, and he is at the present time President of the Ozark Lumber Co. Vice-President F. W. Brown is a native of Jacksonville, Ill., and more recently of Chicago, Ill., but now a resident of Omaha, Neb., where he is the company's purchasing agent. Treasurer Geo. W. Henry is a native Kentuckian, but has resided for the past twenty years in Chicago, where he is largely interested in the cattle industry. The company has yards located in Kansas City and St. Joseph, Mo.; Falls City, Fairburg, Belvidere, Beatrice, Steele City, Jansen and Hebron, Neb.; and also at Hiawatha, Sabetha, Hamlin, Robinson, Severance, Leona, Hollenberg, Oneida, Axtell and Bern in the State of Kansas. White and yellow pine are the specialties of the company, and are kept on hand in large stock and of the best quality.

J. E. Hoopes.—Real Estate; Room 1, Alamo Building, Northwest Corner of Seventh and Delaware Streets.—This enterprise had its inception in February, 1887, through Messrs. Rhodes and Hoopes, but changed to its present style November 1st of the same year. Mr. Hoopes deals in city and suburban real estate. In the latter he controls the sale of property in the popular additions to the city, notably, East Hampton, on Independence avenue; the Summit, located on Brooklyn avenue; Park, on Olive street, between Twenty-Sixth and Twenty-Seventh streets; and Norwood, located, first station on Dummy Line west of Independence. Thus it will appear that Mr. Hoopes is prepared to transact a heavy business. He hails from Pennsylvania, but has been a resident of Kansas City upwards of eleven years, and was formerly connected with the house of Askew Brothers, wholesale leather and saddlery, as their manager and buyer, for ten years. His continued success in this line is assured, as he possesses in an eminent degree business sagacity, and is well and favorably known in commercial circles at home and abroad. Mr. Hoopes makes a specialty of investing and loaning capital for Eastern parties.

Kansas City Paper Company.—H. C. Bradley, President; 533-535 Delaware Street.—Among the various mercantile enterprises of Kansas City that serve to enhance her rapid increase in population, and indicate her high standing as a commercial metropolis, by anticipating every demand of trade industry and social conveniences, the paper industry plays a most important part. The steady development of the paper trade here, assuredly deserves more than a passing notice. Foremost among the houses engaged in this line is the Kansas City Paper Co. The principal portion of the trade of this company is located in Missouri, Kansas, Nebraska, Colorado, Arizona and Texas, and employs a competent force of traveling men constantly on the road in the interests of the business. They do a jobbing trade mainly. The stock carried is larger and more diversified than is usually found in Western houses of this kind, and comprises fine writing, news and book papers, printers' stock, envelopes, etc., wrapping, roofing, building and carpet papers, twines, paper bags and straw board, and in fact every article kindred to

the business, and usually in demand by the trade. The building occupied for business and warehouse purposes, is eligibly located at 533 and 535 Delaware street, in the business center of the city, and is in dimentions 50x125 feet, and four stories in height. The premises are commodious, and equipped with every modern convenience required in the expeditious receipt and shipment of goods, and the efficient conduct of the business. The success of this enterprise is due to energy and commercial sagacity in the management of its affairs, and the honorable business methods employed in every transaction with its host of patrons. A more successful career in business is seldom observed in the annals of trade, and a promising future awaits the Kansas City Paper Co.

Hoffmann & Fussell.—Real Estate, Loans and Investments; Room 1, Beal's Building, Northwest Corner of Ninth and Wyandotte Streets.—This enterprise had its origin here in the spring of 1885, Messrs. George Hoffmann and Evan A. Fussell associating themselves in business for the purposes of dealing generally in real estate, loaning money on approved real estate security, and investing capital for parties at home and abroad. Their methods in business have met with the approval of a numerous patronage in the city and all through the States of Missouri and Kansas. They own largely, and are sole agents for the sale and transfer of the following properties: South Windsor, Boston Heights, Ackerman Place, Duquesne Heights, Oglebay Place and River View additions to the city, besides considerable business and residence property within the city proper. Their success has been commensurate with the care and business sagacity exercised in all their transactions which have been characterized at all times with the greatest justice towards their clients. Mr. George Hoffmann is a Virginian by birth and education; has been a resident of this city seven years. Mr. Evan A. Fussell is a native of the old Bay State, and has resided here upwards of fifteen years. Both gentlemen stand high in social as well as business circles of the Gate City.

Kansas City Lime Co.—Manufacturers of White Lime, and Dealers in Cement, Plaster, Hair and Fire Brick; Office and Warehouse, 1210 to 1220 St. Louis Avenue, Corner of Mulberry Street.—This is one of the flourishing enterprises of Kansas City, and was established upon the corner of Sixth and May streets in 1879. It was organized under the name of the Kansas City Lime and Cement Company, under which it continued to do business until 1887, when it was incorporated with a capital of twenty-five thousand dollars, and changed its location to 1210 to 1220 St. Louis Avenue, becoming known as the Kansas City Lime Company. The office and works comprise a one-story brick building 100x125 feet in dimensions. Twenty-five men are employed, while the works have an annual business capacity of \$100,000. Besides the manufacture of the best quality of lime, the concern makes a specialty of manufacturing cement and plaster, the latter being the product of the Blue Rapids Plaster Works, of Blue Rapids, Kas. The trade of the house is throughout the States of Kansas, Nebraska, Missouri and Colorado, with an accumulating business in other States of the South and West. The proprietors of this enterprise are business men of the highest type, and the acquisition of their line of industry to the commercial interests of Kansas City, is one of the many marks of improvement and progress.

Harris Brothers Brick Company.—Manufacturers of Building and Front Brick; Office and Yard, Corner of Washington and Fourth Streets.—This industry was established in 1884 by F. W. McLaughlin, but the present firm, composed of A. L. Harris and E. I. Harris, took control of it in February, 1887. They have a capacity for making thirty thousand bricks per day; they employ about thirty men and their weekly pay roll foots up from \$600 to \$700. They make a specialty of building and front brick, and their trade is large and profitable, being one of those industries upon which the young great city is constantly calling for materials to build its towering walls and its beautiful residences. Their yard covers two acres of ground, and they have all the latest improved machinery essential to manufacture, upon a large scale, their superior and much sought for product. Messrs. A. L. & E. I. Harris are both natives of Missouri, and have resided in Kansas City since 1881. They were formerly in the coal and feed business. Both are practical, pushing business men, and their bricks are well known and are highly appreciated in the market.

Hedman & Whitney.—Wholesale and Retail Dealers in Coal; Office and Scales, 1410 Union Avenue.—This enterprising firm is composed of E. Hedman and C. S. Whitney, who formed themselves into co-partnership in 1886, establishing the present house, in which a considerable capital is invested, as the firm has the exclusive control of a large coal mine in Mayview, Mo., besides handling the products from four other mines, situated in different portions of the country. The firm's office and scales are located at 1410 Union avenue, near the side track of one of the trunk lines, where every facility for the business is available. The capacity of this establishment is 1,000 cars annually, and its yearly business amounts to \$50,000. E. Hedman is a native of Sweden who came to America some thirty years since, and settling in Keokuk, Ia., where he engaged in the hotel business for several years, removing thence to Kansas City, and finally to Riverview, Kas., where he has resided during the last two years. C. S. Whitney is a native of New York, and has been a resident of Kansas City since 1880, prior to which time he resided in Chicago for twenty years. During his residence in that city he was engaged as a commercial traveler, for eighteen years, for a prominent wool, hide and fur house. Both gentlemen are business men of long experience, and their prospects for the future are bright and promising.

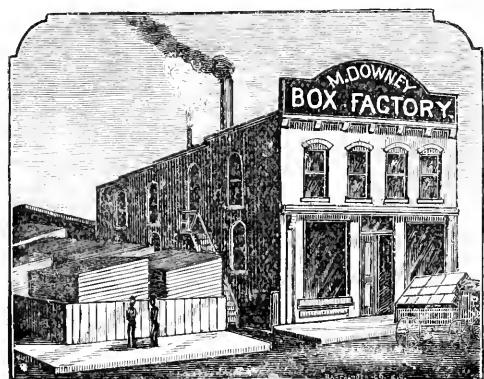
Berkey & Springer.—Real Estate Brokers; 121 West Sixth Street; Telephone 2093.—This reliable agency was established in 1880, under the firm name of J. L. Berkey & Co., Mr. Springer associating himself in 1887. Mr. Berkey was formerly connected with the real estate firm of Marty, Arnold & Co., for one year, thereby acquiring valuable experience in the matter of quoting values and placing real property upon the market to the very best advantage. Mr. Springer was formerly senior member of the firm of Springer & Craige, real estate brokers, Philadelphia, Pa., where he was engaged in the business for several years. The firm are the sole agents for the Fern Heights property, and the beautiful addition known as Lorenwald, affording the grandest view of any addition in Kansas City, every lot being covered with shade trees. Street cars pass within a few blocks, and its close proximity to the Southwest Boulevard, and to the great business of the West Bottoms, makes it desirable, either as a profitable investment or a pleasant home site. These properties are in great favor with purchasers, and are being rapidly taken up. The honorable methods of this firm in all their business transactions have won for them the respect and confidence of those seeking safe investments, and has increased their lists of properties for sale and exchange to large proportions. Parties desiring eligible homes and unequaled business sites, would do well to call at their office before making investments elsewhere.

E. S. W. Drought & Co.—Wholesale Dealers in Baled Hay; Office and Warehouse, Corner of Nineteenth and Wyoming Streets.—The great and successful specialty of this house is in handling baled hay exclusively. They do a larger business in this line than any similar industry of Kansas City, and enjoy the highest respect and confidence of an extensive trade circle. Six men are here given employment; the capital invested is about \$25,000; the storage capacity is equal to 1,000 tons, and the annual sales reach \$75,000. These, in substance, are figures that speak for themselves and exemplify what honorable and intelligent management will do. Mr. E. S. W. Drought is a resident of Wyandotte. His name is prominently linked with many of the foremost enterprises of Kansas City, and as a political leader he is well known throughout this portion of the country. He is native of Wisconsin, and he has filled the many public positions of trust tendered him, with honor to himself and great pride to his associates. Mr. Drought has been both sheriff and treasurer of Wyandotte, and for six years was a member of the legislature. Mr. F. C. Whipple has been a resident of Wyandotte seventeen years. He is a New Yorker by birth, and previous to the establishment of the above enterprise in 1881, he was engaged as a contractor and builder. He built the United States Soldiers' Home, at Fort Leavenworth, Kansas; the County Court House, at Wyandotte, and many other public and government structures.

Hauber Brothers.—Manufacturers and Dealers in Staves, Heading and Hoops; Factory and Office, Corner of Fourth and James Streets.—The firm of which Jose and Frank Hauber are the individual members, was established January, 1887, although the house had its inception in 1885, in the person of Benj. F. Horn,

who was succeeded in 1886 by Messrs. Horn and Hauber, who where in turn succeeded by the present firm. The factory is situated at the corner of Fourth and James streets, consisting of a two-story cooper shop, 30x75 in dimensions, fully equipped with the most modern facilities for the prosecution of their business. The services of fifteen adroit workmen are required in the advancement of the work, and the products of the concern amount to from six to seven hundred barrels per day. The trade is local, and now begins to extend into other States. The products consist of flour, meal, oat meal, cement and hominy barrels. Besides these the firm carry in stock elm cured head linings and cooper tools. Messrs. Jose and Frank Hauber are natives of Buffalo, N. Y., beginning in this business in early manhood, and pursuing it eighteen years. The brothers also have a branch factory in Lawrence, Kansas, where Frank Hauber now resides. The interests of both concerns are mutually subserved by the personal presence of one of the firm, and their business is rapidly increasing.

M. Downey.—Box Factory and Planing Mill; Nineteenth and Wyoming Streets.—In skill and industrial enterprise Kansas City compares favorably with



many of the older cities in the country. Through her situation and unparalleled facilities she invites the best elements from the industrial and commercial classes of great Eastern trade centres, which are to a certain extent overtaxed in providing fields for new enterprises and encouraging the ready will and skilled hand of the mechanic and artisan. Among those that have sought new fields for such courage and enterprise is Mr. M. Downey, who founded this important industry in the spring of 1879, coming here from Chicago in June of that year, with but a paltry sum of money in his pocket. "Enough only," as he personally remarked, "to defray the ex-

pense of one week's board," but possessed of that indomitable courage and endurance that characterizes the young American who follows the lamented Horace Greeley's advice, ("Go West, young man"). Mr. Downey's enterprise has met with a deservedly great success. At the outset the business was conducted under the firm name of Downey & Inman, and changed to its present designation in 1887. There is now \$20,000 involved in the enterprise. The former location of the business was at Third street and Broadway, but for a more eligible and convenient site it was removed to Nineteenth and Wyoming streets in October, 1887. The building and plant consist of a structure 35 x 100 feet, two-stories in height and completely equipped with every essential modern machine and appliance for the prompt and expeditious execution of the work, among which may be found Donnelly & Dinglar's latest improved re-saw machine, and other new devices used in turning out intricate work. A force of twenty-five to thirty expert hands and helpers are in the employ of Mr. Downey. The factory capacity is 3,000 boxes per diem. The shipping facilities are expedited by a convenient railroad switch connecting the establishment with all the trunk lines in the city. In short, this is the most complete box factory in the West, and the largest in the city. The product of this factory consists in the manufacture of all kinds of wooden boxes, dovetailed, sliding covers, chests, etc. Mr. Downey's specialty is in box printing, whereby labeling, marking, etc., is done in elegant style directly upon the wooden sides of the boxes by patent process. The trade extends all through the city and tributary territory in the States of Missouri and Kansas, and is steadily invading new fields, the result of skill in honest workmanship and the exercise of correct business methods.

Newton Evans.—Real Estate and Loan Broker; Room 5, Hall Building, Corner Ninth and Walnut Streets.—This successful and enterprising business man established this business in 1885, and is one of the best known real estate men in

the city, both because of his abilities and the large amount of trade passing through his office, and because of the additions which he has made to the city, many of the finest business blocks and handsome residences in the place having been built by him. He has been a resident of Kansas City for seven years, and his knowledge of the property in all locations, coupled with his practical experience as a builder, makes him one of the best and ablest real estate men that intending investors can consult in the city; and he is a reliable and honorable as he is wide awake. He makes a specialty of dealing in city and suburban property and Kansas and Missouri farms. Mr. Evans was formerly President of The Building & Planing Mill Co., and is a native of Cincinnati, O.

M. Hofmann.—Wholesale Dealer in Whiskies and Importer of Wines and Liquors; 319 West Fifth Street.—The oldest liquor house in the Missouri Valley is that of Mr. M. Hofmann, by whom the business was established in 1857, and who, throughout the thirty years of his active connection with the business, has held the confidence and patronage of dealers in the territory tributary to Kansas City by the superior quality of his stock and the uniformly fair and accurate methods upon which his business is conducted. He occupies a three-story and basement building 25x160 feet in dimensions, where he carries a large and complete stock of the finest brands of Kentucky and rye whiskies, making a specialty of the "McBrayer," "Anderson County," "Hermitage" and "Old Crow." He is also proprietor of the Nelson County distillery, in the Sixth District of Kentucky. In addition to whiskies, Mr. Hofmann carries a very large and completely diversified stock of every description of foreign brandies, gins, liquors, cordials, etc., as well as Rhine and Moselle wines, champagnes and all the most famous vintages of France and Germany. Mr. Hofmann gives employment to a full staff of clerks and assistants, in addition to which he has three city salesmen and six travelers, who represent the house in a trade territory embracing Western Missouri, Colorado, New Mexico, Montana, Dakota, Texas, Wyoming, Kansas, Nebraska and Iowa. The long experience of Mr. Hofmann in the business enables him to select his stock from the best goods in the line, and he is prepared to fill all orders for every description of wines and liquors in the most prompt and satisfactory manner.

Kansas City Safe Deposit and Savings Bank.—H. P. Churchill, President; W. P. Moores, Vice-President; H. P. Stimson, Second Vice-President; E. C. Sattley, Cashier; Northwest Corner of Sixth and Delaware Streets.—No character of business institution exerts so vast or so beneficial an influence upon the prosperity of a city as well regulated savings banks. These institutions offer opportunities for the exercise of thrift and the laying by of a provision for the time of need, and are especially beneficial to persons of moderate means. Prominent among institutions of this character, and the oldest and largest one of the kind in Kansas City, is the Kansas City Safe Deposit and Savings Bank, which confines its business exclusively to receipt and care of savings deposits and trust funds, and is the only savings bank in the city that transacts no commercial business. The bank opened for business April 15, 1883, from which date up to the time of its latest published statement, dated November 15, 1887, it had received the savings of 13,238 depositors, and has paid them as interest \$50,273.67, its total resources being \$1,014,636.07. Owing to the rapid growth of their business they will increase their capital to \$200,000.00 on January 1, 1888, and on May 1, 1888, will remove to the American Bank Building, now being erected on the corner of Eighth and Delaware streets. They will occupy the full first floor. This building will be absolutely fire proof and the new vaults will be of the most modern construction, and will in strength, convenience and elegance be surpassed by no vaults in the West. The funds of the bank are loaned only upon real estate, approved collaterals and choice securities, and its methods of dealing are as favorable to depositors as they can be, consistent with safe banking. The bank receives savings deposits of one dollar and upward, and pays 4 per cent. interest thereon to all depositors having money on deposit one or more full calendar months, while upon time certificates on deposit 4 per cent. (per annum) is allowed for three months, 5 per cent. for six months and 6 per cent. for one year. All interest not drawn out becomes part of the principal, and draws interest the same as the deposit, thus giving the depositor compound interest. The management of the bank is in safe and reputable hands, its officers and directors all being successful and prominent business men. Presi-

dent Churchill, in addition to his position at the head of this corporation, is the Vice-President of the American National Bank of Kansas City, and is connected with a number of financial institutions in Kansas, as well as many important local enterprises. Mr. W. P. Moores, Vice-President of the bank, is of the firm of W. P. Moores & Son, boots and shoes, and is also a director of the American National Bank, The Union Investment Co., of Kansas City, and many other leading business corporations. Mr. H. P. Stimson, the Second Vice-President, is Cashier of the American National Bank, and is a banker of long experience, and in addition to this enterprise, is largely identified with numerous others of local importance. Mr. E. C. Sattley, the cashier of the bank, is a banker of long experience, and by his close attention to the details of the business, and thoroughly accurate methods, has largely contributed to the present gratifying condition of the bank. In addition to the banking business, the company has a safe deposit department. The safe deposit vaults are constructed of the very best "chrome" steel, and are absolutely fire and burglar proof, besides being guarded day and night. They are fitted up with small safes designed for money, bonds, wills, deeds, abstracts, jewelry, etc., and are rented at \$10 and upward per annum. Every safeguard which experience has approved is thrown around these vaults, which offer an unsurpassed medium for the protection of valuables. In addition to the officers above enumerated, the Kansas City stockholders of the bank embrace the following well known and successful business men: J. S. Chick, C. J. White, F. W. Shulte, W. W. Kendall, O. H. Dean, William Bales, E. L. Martin, J. F. Richards, P. O'Rourke, J. H. Ramsey, C. A. Brockett, F. O. Wheeler, F. N. Vindquest, E. E. Parker, E. H. Webster, S. H. McCutcheon and Brown Brothers. For the accommodation of the large number of laboring people residing or working in the "bottoms" they have established a branch of their bank at the northwest corner of Union avenue and Mulberry street. Mr. W. G. Eads is the manager of the branch bank, and is a man of long experience in banking, and has the utmost confidence of the people. With the present excellent management of the Kansas City Safe Deposit and Savings Bank we predict for it continued prosperity, and can cheerfully recommend it as worthy of the patronage of all.

L. T. Herndon.—Real Estate and Loans; Room 419, Alamo building, Corner of Seventh and Delaware Streets.—One of the active enterprising and successful real estate dealers of Kansas City is Mr. L. T. Herndon, who established his office in 1885, and now controls a trade throughout Missouri, Kansas, Illinois and Iowa, amounting to \$100,000 annually, and enjoys a reputation which gives assurance for still greater prosperity in the future. Special attention is given to renting houses, collecting rents and a large amount of city addition and farm property is held for sale at desirable terms. The property in the addition known as Regent's Park, located on Troost avenue, is in the center of the most desirable tracts in the city. Among the more important late sales made by this gentleman, may be mentioned that of a lot 50 x 100 feet on East Fifth street for \$6,000; one on Walnut and Nineteenth streets for \$13,000; one on Main for \$32,500, and others of more or less magnitude. L. T. Herndon is a Kentuckian by birth, but has lived in Kansas City since 1880. Prior to establishing his present business, he was in the employ of Hammerslough & Co., clothiers.

James M. Love & Co.—Druggists and Pharmacists; 546 Main Street.—In the remarkable and wholly unprecedented growth of Kansas City every avenue of trade and commerce seems to have been duly supplied with that all important factor—a leading house. In the drug trade it is a generally acknowledged fact that the firm of James M. Love & Co. are representative and foremost. They have been established ten years and control the confidence of the entire community. They make a specialty of surgical instruments, and a glance at this stock will assure any casual observer that they are not surpassed or even equalled in this particular direction. Orders from physicians have their especial attention, and prices are as low as in any of the Eastern cities. They make a specialty also of fitting trusses, and the public should know that a truss improperly applied is a direct injury. The best physicians of Kansas City send all their patients to this establishment to be fitted when a truss is needed. Five capable and experienced clerks are in the employ of the house. The general arrangement of the store is a perfect system of neatness and decorum. Plate glass front windows, and seventy-five feet of show

cases, are utilized in which to display goods. The building is three stories high, 20x110 feet in dimensions, supplied with all modern conveniences and completely stocked with the purest lines of drugs, also surgical instruments and trusses. Messrs. James M. and Charles E. Love are practical, experienced druggists and pharmacists of the highest repute in this city. They are natives of Virginia, and for nine years previous to their removal here, in 1878, they were engaged in the drug business at Meridian, Miss. They carry a complete line of Christmas and other holiday novelties in season, and a large proportion of their goods are imported direct.

George A. Houghton.—Merchant Tailor; 560 Main Street.—This mercantile industry was established in 1868 by Messrs. Houghton & Mills, but in 1873 Mr. Mills withdrew from the firm, and in February, 1885, Mr. Houghton sold out and entered into the gents' furnishing and ready made clothing business. In September, 1886, he engaged in merchant tailoring exclusively, and has now twenty-five employes connected with the house, with a capacity of thirty suits per week. The principal portion of his trade is confined to the city and country surrounding. This house carries an extensive stock of goods, a greater portion of which is imported, and Mr. Houghton's undivided time and attention is employed in acquainting himself with the very latest styles and improved methods of manufacturing gentlemen's clothing. To this energetic oversight, combined with a perfect knowledge of the business, as well as to his untiring efforts to please his customers, may be attributed his enviable success in his present avocation. Mr. Houghton is a native of Vermont, and came to Kansas City in 1868, and engaged in the tailoring business, and is now one of the most successful artists in this profession to be found in the city; always reliable, and guarantees satisfaction in all work entrusted to him.

B. Estill.—Real Estate and Loan Agency; Room 13, Delaware Block, Southwest Corner of Seventh and Delaware Streets.—This enterprise was established in 1887, by the firm of Estill Brothers, but has since changed its location and firm name as above stated. It enjoys a perfectly satisfactory trade, which is located principally in Missouri and Kansas. The firm of Estill Brothers at once advanced to a foremost position, which, under its present management, it has maintained with a steadily increasing prosperity to the present time. It takes charge of every description of real property, improved and unimproved, negotiates loans and effects mortgages in large or small sums, where the security is beyond question, and attends to all the details of a legitimate real estate and loan agency business. Mr. B. Estill, in connection with his brother, Mr. R. G. Estill, owns the Estill Brothers' first addition to Kansas City; the Estill resurvey of Block 82, East Kansas City; Estill addition to Independence, Mo.; and Estill Heights, of Lexington, Mo., all of which have been platted and are under the control of the present house. He also controls other city and addition property—residence and business—together with a large amount of farming real estate all over the United States. This extensive trade has been earned by the application of superior attainments and fidelity to every interest intrusted to his care. Mr. Estill is a native of Missouri, but has been a resident of Kansas City twelve years. He was formerly connected with his brother in the live stock business here, and at present he is a director and stockholder in the Electric Railroad.

Equitable Life Assurance Society of the United States.—Office, Room 210 Alamo Building, Corner of Seventh and Delaware Streets; J. C. Gant, General Manager.—This society was organized and established in 1859. The assets of this institution amount to the enormous sum of \$80,000,000, surplus \$20,000,000. The annual business of this association throughout the United States is \$111,000,000, while that of the Kansas City office amounts to \$2,000,000 annually. The business of the Kansas City office extends principally through Missouri and Kansas, though it is fast gaining ground in other Western States. The position occupied to-day by the Equitable Assurance Society should give peculiar satisfaction to all who are identified with it, for its success has been phenomenal, and its business has exceeded that of every other company, and now amounts to over \$100,000,000. The twenty-seventh annual statement shows that the Equitable Life Assurance Society of the United States is to-day the largest, strongest and most prosperous institution of

its kind in the world, and this exalted position has been attained within a period of twenty-seven years. Who then can estimate the possibilities for the future? Mr. J. C. Gant, General Manager, is a native of Kentucky, where he was formerly engaged in the commission business, but he has been a resident of Kansas City for the past two years, and during that time has won the confidence and esteem of all with whom he has had business transactions, whilst the Equitable under his management has been successful to a degree beyond anticipation.

G. Gravez & Co.—The French Ostrich Feather Dyers; Rooms 8 and 10 Times Building, 812 Main Street.—Mr. Gaspard Gravez is a native of Paris, in which city he had worked at his trade for eight years, prior to coming to New York twelve years ago. In the latter city he resumed work at his trade until 1883, when he came to Kansas City and established his shop, which is the only one exclusively devoted to this particular line of business west of New York. Mr. Gravez is an expert workman in his business as a dyer of ostrich feathers, and there is no shade of color that he does not know and cannot make. This firm redyes old feathers equal to new and in any color, cleans and curls feathers to order, and carries on hand a large and complete stock of new white raw feathers, which it is prepared to dye to any desired shade. As a consequence of the superior manner in which work is done here, a trade, which extends to all parts of the country, frequently receiving large orders for work in this line from Chicago and San Francisco, and gives employment to four hands, who work under Mr. Gravez' experienced supervision. The firm refers to Roll, Thayer, Williams & Co., and B. Liebstadter & Co., and all the leading millinery houses of the city as to its efficiency, and those having any description of work in this line can place it in the hands of G. Gravez & Co., with the assurance that it will be done in the most thorough and efficient manner known to the art. This firm contemplates establishing a factory in the near future, which will be the only one of its kind West of New York. Mr. W. T. Johnston, who is a recent accession to the firm, is a native of Ireland, and is largely interested in real estate in Kansas City.

Harmon, Rugg & Co.—Wholesale and Retail Lumber, Lath, Shingles, Sash, Doors, Blinds, Etc.; Main Office, 620 Wyandotte Street.—John C. Harmon and Fred. O. Rugg came here from Chicago three and a half years ago, buying the stock and business of one of the largest and oldest firms here. Their trade has been constantly increasing, and with their experience and ample capital they intend to increase their jobbing trade very materially the coming year. The trade will at all times find them in position to give bottom prices for all grades of lumber, or furnish estimates for large or small bills promptly. They invite inspection of their grades, which they aim to make the best in this market. Yellow pine is one of their specialties. With their extensive connections, with mills both North and South, they are able at all times to furnish special bills of any size promptly. Their list of contracts the past year include many of the largest ever filled in the West.

Great Western Type Foundry.—Electrotypes and Stereotypes; S. A. Pierce, Manager; 324 West Sixth Street.—In most cities their progress is due more to the success of manufactories than to an equal amount of capital invested in commerce; hence, in describing the industries of Kansas City, it is particularly desirable to impress upon the mind of the reader the magnitude of the productive industries of the city, prominent among which is the Great Western Type Foundry, one of the most firmly established institutions in the city. This industry was organized and established in 1881, and is a branch house of Barnhart Brothers & Spindler, of Chicago, of which there are also branches in St. Louis and St. Paul. The branch department of this great house located here in Kansas City occupies the main floor and basement of the spacious and substantial four-story building mentioned above, with an area of 25x80 feet. It is complete in every particular, and embraces everything pertaining to popular inventions adapted to these lines of industry, while it employs nine efficient workmen. It deals in all kinds of printing types, including fancy and unique designs in type faces, prepared to meet the demands of job printing offices, together with a superior quality of copper mixed type; it also has a complete line of cuts, slugs, dashes, rules, circles, ovals, leads, metal and wood furniture, and, in fact, every article connected with the printing business.

It is also special agent for Babcock and Cranston power presses, and for printers' supplies—job presses, paper cutters, inks, bronzes, etc. The business of this house is of immense proportions, covering Missouri, Kansas, Nebraska, Colorado, New Mexico, in fact, all the Western States. It is one of the largest establishments of its kind in this section, and in facilities, quality of goods, and extent of trade, is unsurpassed in the country. All the officers of this house are men who understand thoroughly the business, and are well known in business circles as responsible and trustworthy, and who well maintain the high standing of the company.

Preston & Robinson.—Real Estate Brokers; Room 506 Alamo Building; Seventh and Delaware Streets.—This firm, of which Messrs. A. W. Preston and I. D. Robinson are the individual members, was recently formed, both of the gentlemen composing the firm being experienced business men, who have made a success of other pursuits. They carry on a prosperous business as brokers in real estate, and are also owners of a large amount of valuable property in the different parts of the city on the east and west sides, which they are prepared to offer at rates presenting unsurpassed inducements for investment. They possess a thorough and accurate knowledge of values present and prospective of property in Kansas City and its vicinity, and closely attend to every commission placed in their hands, being thoroughly reliable in all their dealings and having connections which enable them to transact business in connection with real estate to advantage, making a specialty of the exchange of property. Those having any business to transact in relation to real estate can find no better medium for having it attended to with promptness and zealous attention to their interests than by intrusting it to this firm.

E. J. Harding.—Tobacco Manufacturers' Agent; Office and Wareroom, 1306 Union Avenue.—This enterprise had its inception in 1885 with the encouraging prospect of success. Mr. E. J. Harding is a young business man well adapted to, and thoroughly conversant with every phase of the tobacco trade in this section. He employs one assistant, (a solicitor,) who visits the various points at which trade can be established. A very considerable business is done at the following important points: Omaha, St. Joe, Leavenworth and Atchison. All grades, and the various brands of smoking and chewing tobaccos are handled, among which may be mentioned: "Sweet Lotus," smoking and chewing, "Mule Ear," fine cut chewing, "Topsey," granulated smoking and "Earth" twist chewing. Mr. Harding has been a resident of Kansas City since 1872. He is a Kentuckian by birth, and aside from his present business, is associated with his father, Mr. W. L. Harding, in the merchandise brokerage business, under the firm name of W. L. Harding, Son & Co., a prosperous and reliable commercial organization.

First National Bank of Kansas City, Kas.—I. D. Wilson, President; D. R. Emmons, Vice-President; James D. Husted, Second Vice-President; William Albright, Cashier; Sixth Street and Minnesota Avenue, Kansas City, Kas.—This business had its inception in 1882, when the Bank of Wyandotte was opened for business, and continued under that style until the spring of 1887, when organization was effected under the national banking act of the First National Bank of Kansas City, Kas., which incorporated with an authorized capital stock of \$100,000. Its last published statement is dated October 5, 1887, at which time \$90,000 of the capital stock had been paid in, and there were on hand undivided profits of \$7,009.02, and the total resources of the bank amounted to \$342,114.29. Since the publication of that statement the remainder of the entire capital of \$100,000 has been paid in. The bank conducts all the departments usually carried on by a national bank, loans money on approved personal security, discounts first-class commercial paper, issues exchange on the leading foreign and domestic cities, makes collections, and receives the accounts of corporations, firms and individuals. The business of the bank is conducted upon safe and conservative methods, and it holds a high place in the confidence of the citizens of the consolidated city. Mr. I. D. Wilson, the President of the bank, has resided in Kansas City, Kas., since 1881, and soon after his arrival here he organized and established the Bank of Wyandotte, which was the predecessor of this bank, and in addition to his position as its President, he is also President of the Wyandotte Coal Co., and connected with many other important business enterprises. Mr. D. R. Emmons,

the Vice-President of the bank, has resided in Kansas City, Kas., for the past fifteen years, and was formerly County Clerk for Wyandotte County. He is now prominently connected with the Union Preserve Works Co., of Kansas City, and other leading enterprises. Mr. James D. Husted, Second Vice-President, is an extensive real estate dealer, and in addition to his connection with this bank, is President of the Fidelity Investment Co., President of the Fidelity Savings Bank and Fidelity Loan & Trust Co., and prominent in many other important business concerns. Mr. William Albright, the Cashier of the bank, is well and favorably known as one of the most substantial citizens of Kansas City, Kas., and prior to embarking in the banking business, was for four years County Treasurer of Wyandotte County. He has a thorough and practical knowledge of banking, and to the efficiency with which he discharges his duties the prominent position occupied by this bank is largely due.

Greenlies & Russell.—Merchandise Brokers; 1323 Union Avenue.—This enterprise had its inception in 1878, Messrs. J. T. Greenlies and P. R. Russell being the individual members of the firm. These gentlemen represent four of the largest sugar refineries in the United States, including those of Havemeyer & Elder, of New York City, Standard Sugar Refinery, of Boston, and the Louisiana Sugar Refinery of New Orleans, La. They are also sole and general agents for Arbuckle Brothers, of New York City, the largest coffee jobbers in the United States, and are also agents for Procter & Gamble, of Cincinnati, the largest soap manufacturers in the United States. The business of this house covers the largest volume of trade in its line of any similar enterprise in the city. The premises occupied for business purposes consist of a conveniently located and appropriately appointed two-story building, 30 x 110 feet in dimensions, connecting with railroad switches at the rear. The trade territory of this concern covers the States of Missouri, Kansas and Nebraska, and is rapidly extending to adjacent territory. The volume of business transacted by this house amounts to upwards of \$2,000,000 annually; and a decidedly encouraging outlook for future success awaits the well directed efforts of these gentlemen. Mr. J. T. Greenlies has been a resident upwards of ten years. He is from Cincinnati, O., where he was formerly actively engaged in the same business. Mr. C. R. Russell is also from Cincinnati, where he was connected with the wholesale grocery trade, and has been a resident of this city since 1878. He is also extensively interested in real estate here. Both gentlemen are eminently qualified by experience and education for the proper conduct of this business, and in commercial, as well as social circles, stand high.

Enrique Guerra.—Original Spanish Cigar Factory; 119 West Fifth Street.—Among the houses that have been greatly instrumental in promoting the cigar and tobacco trade, that above mentioned stands prominent in this city. This popular house has obtained a wide-spread celebrity from the superiority of the cigars manufactured (hand made grades as specialties) thousands being manufactured monthly, a great proportion of which are sold in the city. For due regard to the wants and rights of customers, Mr. Guerra has a high reputation, and keeps on hand a complete assortment of goods in this line; besides importing direct for wholesale the very best brands on the market. He keeps from thirty to forty hands employed, and his business will compare favorably with any house in this line in the city. In the manufacture of these goods he imports his tobacco direct from Cuba. Mr. Enrique Talamano is constantly on the road in the interest of the house, and a very extensive trade has been secured throughout Kansas, Missouri and Iowa. Mr. E. Guerra is a native of Spain, resided in Cuba as a tobacco planter for fifteen years, and has been a resident of this city for three years. He is liberal, energetic and straightforward in all his dealings, and has been very successful in establishing a profitable business.

J. A. Walker.—Real Estate, Investment and Rental Agency; Room 323 Nelson Building; Southeast Corner of Main Street and Missouri Avenue.—This institution was established in 1885, and Mr. Walker purchased the entire interest November 1, 1887. He is now enjoying an annual business of \$1,000,000, which is constantly increasing. The principal part of the trade is located in the city, but Mr. Walker is also making investments in farm property all over the country. He makes a special business of dealing in real estate, owns a considerable amount

of city property, and has control of \$2,000,000 worth of real estate located in different portions of the city, suitable for any and all purposes. He has also a large number of fine farms in Missouri and Kansas, which he holds ready to sell or exchange. Mr. Walker is a native of Greene County, Ohio; is a practical mechanic. Left Ohio in 1856, going to Warren County, Illinois, living there ten years, where he was employed at his trade. He came West, and settled in Ottawa, Kansas, in 1866, and engaged in real estate and building. In 1869 he engaged in the stock business, buying, raising and selling. He came to Kansas City in 1878, continuing the stock business, and was one of the active, leading workers in building up the live stock interests of Kansas City, which has now become one of the largest live stock markets of the world. Since embarking in the real estate, investment and rental business fortune has favored him to a degree beyond his most sanguine expectations.

Western Railway Supply Company.—Louis H. Owens, President; H. E. Dickinson, Secretary and Treasurer; 816 Walnut Street.—This company has been doing business in Kansas City for some months, and in January, 1888, they incorporated, with a paid-in capital of \$50,000. They have the agency for some seventy manufacturers of railway appliances, and are filling the same needs in Kansas City as houses of the same character in the large cities East. Railway interests in Kansas City have reached such magnitude that it is absolutely necessary that the purchasing agents of the various roads centering here should be enabled to procure in a convenient market everything for the maintenance and operation of their respective roads. The Western Railway Supply Company can equip a road entire from a locomotive to a spike, and while they have not been established for a very long time, they have already secured a business of very large magnitude. Both the gentlemen at the head of the business have had large experience in railroad matters, and are therefore thoroughly fitted for the business in which they are engaged. The manufacturing concerns for which they are Western agents are in every case the very best in the lines of goods which they represent, and the company is prepared to furnish estimates for every character of appliances required in railroad construction and operation.

The Whitman & Barnes Manufacturing Company.—Manufacturers of Mower, Reaper and Harvester Knives, Sickles, Sections, Guards, Spring Keys, Colters, Agricultural Supplies and Specialties; Factories, Akron and Canton, O., Syracuse, N. Y. and St. Catharines, Ont.; Branch House, 1324-1326 West Eleventh Street, Kansas City.—One of the peculiarities of an important trade center is the attraction it has for large capital and industrial as well as the best commercial enterprise. Kansas City has demonstrated its magnetic power in that direction to a degree beyond all precedent. The older Eastern houses have availed themselves of the opportunities offered by the Gate City's commanding position in the commercial world for the disposition of their prodigious accumulations of manufactured articles and machinery. The Whitman & Barnes Manufacturing Co. has wisely selected this point for the establishment of a depot for the sale of their product, which is of a kind that is constantly in growing demand in the fertile regions of the Great West. This important and colossal industry had its inception twenty years ago at Akron, O. Its present official list consists of Col. A. L. Cougar, President; Messrs. Geo. Barnes, Chairman; I. C. Alden, Treasurer; Wm. A. Cox, Assistant Treasurer; Geo. E. Dana, Secretary and C. E. Sheldon, General Superintendent, all gentlemen of high commercial standing and social worth. Their practical knowledge of every detail of the business has secured for them a deservedly great success. The capital involved in the enterprise is \$2,000,000, every cent of which is paid up. The trade amounts to many million dollars annually, and covers the whole United States and British America. The company has branch houses in various parts of the Union and Canada. The one now under special notice is the more conspicuous by reason of its position and utility among the growing industrial enterprises of our city. It was established in 1887, and at the head of the management Col. J. G. Stowe is pre-eminently the right man in the right place. He is a native of Providence, R. I. Early in life his tendencies were a study of the mechanic arts, in which he has become singularly proficient, having held high and responsible positions in rifle factories, locomotive works and other

important industries. He has also served as United States Inspector of Ammunition, and was for a time on staff duty at Washington, D. C. He is also an inventor of no ordinary merit, having devised a method for filling cartridges so effective and expeditious that it has been adopted at the United States Arsenals. Over twenty other inventions of Col. Stowe's are now in use in this country. The business here, under his efficient management, has prospered. A trade from this point amounting to \$300,000 is secured annually, and covers Kansas, Missouri, Colorado, Iowa, Nebraska, Texas, New Mexico, Wyoming and the Indian Territory. Twenty men are in the employ. The premises occupied for business purposes consist of a substantial five-story and basement building, 50x110 in dimensions, completely equipped with every essential modern convenience for the proper conduct of the business, including railroad switch connections with all the trunk lines radiating from this point, and a perfect system prevails in every department of this model establishment. This is the only enterprise of its kind west of the Mississippi river, and the largest in Kansas City.

T. W. Cosgrove & Co.—Manufacturers' Agents; 315 Delaware Street.—The head of this firm in twenty years' experience as traveling salesman for several

of the largest manufacturers of the East, becoming thoroughly acquainted with the wants of the Western trade, and appreciating the disadvantages under which the retail merchant had to labor, in that they had to buy too largely in placing orders with the manufacturers and then pay ruinous prices to jobbers in sizing up, conceived the idea of establishing a business of above character. They carry at all times a full and complete stock of everything in their line. In starting they made it a leading feature of

the business to represent only such firms as had a reputation for making honest goods, and so well has this been carried out that no shoddy goods are in stock. Those lines that have given the best satisfaction, they have stamped with their trade mark, and warrant every pair so stamped, and claim that they are the best goods on the market for the money. Throughout the large territory the "T. W. C. shoe" may be found in all principal establishments. Untiring energy, splendid business tact, and honest, courteous treatment, have won for them such favor and patronage of the manufacturers and merchants, that before the close of the second year of their business existence they are compelled to seek more commodious quarters, and in consequence have moved into the four-story building, 315 Delaware street, occupying the entire building, where with enlarged facilities and stock they expect to be thoroughly equipped to meet the wants of increasing trade.

Theodore Winningham & Co.—Investors of Capital, Real Estate Brokers and Money Loaners; Northeast Corner of Missouri Avenue and Delaware Street; Room 5.—This firm, of which Messrs. Theodore and T. B. Winningham are the individual members, is prominently identified with the real estate interests of the city, the members being themselves owners of a large amount of valuable business and residence property, and having on hand and for sale at all times many desirable lots and tracts. The Messrs. Winningham came to Kansas City from Mississippi in 1876, and Mr. Theodore Winningham engaged for ten years in his profession as a practicing attorney, at the end of that time establishing this business in company with Mr. T. H. Winningham. The thorough and practical knowledge of real estate values in the city and its suburbs possessed by these gentlemen, and the close and accurate attention paid by them to every commission placed in their hands, has given the firm a prominent place in the confidence of an extensive connection of local and Eastern capitalists, and they are prepared at all times to make advantageous investments in city property and Western lands, or to loan money in any desired quantity and upon real estate security. Thoroughly accurate and systematic in all their dealings and reliable in their methods, the firm enjoys a merited prosperity and a position among the leading firms in the line in the city.

Union National Bank.—D. T. Beals, President; Chas. H. V. Lewis, Cashier; H. J. Rosencrans, Assistant Cashier; Corner of Ninth and Main Streets.—The importance of good banks to the commercial and financial prosperity of a city can not be overestimated, and every addition to banking facilities which is inaugurated



by responsible, experienced and honest men, may be regarded as a decided gain. Of recent enterprises in this direction the Union National Bank is one of the most notable. This bank was incorporated March 1, 1887, with a capital of \$600,000, and has already established itself in the confidence of the business and general public. The business is general banking, and the bank discounts approved paper, issues exchange on the principal cities of this country and Europe, and receives the accounts of banks, bankers, corporations and private individuals, to whom every facility is offered consistent with conservative banking. The policy of the management of the Union National Bank is guided by sound, conservative, useful banking experience, and this, combined with the financial solidity and strong local characteristics of the directory, has placed it among the very foremost banking establishments west of the Mississippi river. As a consequence the bank has been very prosperous, and its last quarterly statement, made October 5, 1887, shows its capital to be \$600,000, its surplus fund \$12,000, its resources \$1,983,124.46, and its cash on hand \$862,594.91, thus giving a most prosperous exhibit, with undivided profits of \$12,000. The Shieldley building, corner of Ninth and Main streets, at the junction of Delaware street, in which the Union National Bank is located, is five stories in height, covering an area of 125x150 feet, and the lower floor, occupied by this institution, is tastefully arranged for the business to which it is assigned.

Whiting & Johnson.—Merchant Tailors; 804 Main Street.—The desire of gentlemen of refinement to be attired in accordance with their tastes and surroundings makes the selection of a tailor an important consideration. In Kansas City a firm that has a deserved recognition as one of the leaders in its line, and has long held a high place in the confidence of the gentlemen of the city, as a result of the superior workmanship of all the products of its establishment, is that of Whiting & Johnson. The business was originally established in 1864, by Mr. W. E. Whiting, by whom it was continued alone until 1870, when Mr. Frank Johnson was admitted to the partnership, forming the present firm. They occupy eligibly located premises at 804 Main street, where they carry on hand at all times a large and complete stock of the finest goods, which they import direct from the most noted English, German and French manufacturers, and which they are prepared to cut, fit and make in the prevailing mode, employing only the best workmen and carefully supervising all the productions of their establishment, so as to secure in each garment a high standard of excellence, for which this firm has obtained a merited fame. Forty skilled workmen are given employment, and only the best and finest materials and trimmings are used in making the garments produced by this firm. As a consequence of the superior excellence of their productions and the close and prompt attention given to all orders, it has gained a merited standing as one of the leading firms in its line in the West, and its business is steadily increasing from year to year.

Vogel & Agnew.—Dealers in Hard and Soft Coal; 704 Delaware Street.—Both of the gentlemen whose names head this article have been prominently identified in the coal industry here in Kansas City since the date of their establishment in business in 1883. They control an extensive local trade, and enjoy the well founded reputation of dealing in the best grades of goods at prices which will always compete with the lowest. They are sole agents for the celebrated Locust Hard and Excelsior Soft Coal, and they have the full capacity to supply the market with three hundred car loads of hard coal and twelve hundred car loads of soft coal per year. R. Vogel is a German by birth, and has resided in Kansas City six years. S. J. Agnew is a native of Pennsylvania, and has resided here sixteen years. The business of this firm has kept pace with the remarkable growth of the city, and now amounts in volume to \$100,000 annually, and fifteen men are employed by the firm.

The Walruff Brewing Company.—Brewers and Bottlers; Breweries at Lawrence, Kas.; Depot, Corner of Hickory and Kansas Avenues.—This industry was founded in 1837 by Mr. John Walruff at Lawrence, Kas. In 1887 the style of the firm was changed to The Walruff Brewing Company upon the admission of the son, Mr. August F. Walruff, to a partnership. The capacity of this brewery is one car load per diem during the summer months, and three car loads

per week during the winter. There are twenty-four men in the employ, twenty at the brewery and four at the depot. The trade extends all through Kansas and Missouri, with a rapidly increasing demand for the product wherever it has been introduced, on account of its excellence and purity. Special facilities for bottling purposes are possessed by this establishment. The brewery is completely equipped with the most improved modern machines and appliances for the proper conduct of the business. Mr. John Walruff is a German by birth, and has been in America thirty-four years, and thirty-one years in Kansas. He has held positions of honor and trust in Kansas, having been County Treasurer of Franklin County, Kansas, and cashier in a bank at Ottawa, Kas. Both gentlemen are now residents of Lawrence, but intend to locate here with a view to a further extension of their facilities. The depot building is 30x80 feet in dimensions, two stories in height, and owned by the company.

J. B. Spellman.—Wholesale Feed and Commission Merchant; Office, Twelfth and Mulberry Streets.—The house of J. B. Spellman, as being the most conspicuous enterprise of the kind here, is worthy of prominent notice, holding, as it does, a deservedly high place in the confidence of those who have had the most varied dealings in this line and who are in a position to judge. Mr. Spellman is an Ohioan by birth, and was formerly engaged in the dry goods business in that State. He came to Kansas City and established his present enterprise in 1873, since which time he has prospered and assumed a prominent place in both commercial and social circles. He controls an annual trade amounting to \$225,000, employs two clerks in his office, five teamsters and one solicitor, and disposes of twelve car loads daily, chiefly in the city and surroundings, but also throughout Kansas and Missouri. The great specialty of the house is hay, corn, oats and bran, all of which he handles largely. Mr. Spellman is also Vice-President of that popular body, the Railroad Employes Investment Co. He is the pioneer feed and commission merchant of Kansas City.

P. A. Frederick & Co.—Real Estate and Loan Brokers; Office, 42 Times Building; Telephone 1322.—Mr. Frederick has been prominently associated in the foremost real estate circles of Kansas City since the day of his establishment in business in 1880. He controls some of the most desirable property within the city limits, including improved and unimproved business property and houses and lots adjacent to the cable-car lines, valuable manufacturing sites, and switch property in quantities to suit the purchasers. He is the sole agent for Crosby Place, which is located south of the city near Grand Boulevard, also four excellent platted additions, three of them known as P. A. F.'s additions, and, in fact, there is over three million dollars' worth of property in his possession to select from. Mr. P. A. Frederick is a native of Ohio, but took up his residence here in 1879. He is a gentleman of liberal views, and actively interested in the progress and material development of Kansas City.

Smith, Heddens & Co.—Wholesale Grocers, and Dealers in Teas, Cigars and Fruits; 1217-1219 Union Avenue.—This wholesale grocery house, ranking among the largest in the city, was established January 1, 1885, by Mr. George C. Smith, Mr. W. I. Heddens, Dr. J. W. Heddens and Hon. O. M. Spencer, which firm formerly occupied the building at 1106 and 1108 Union avenue, but which after a series of years proved inadequate to their trade. They have therefore recently moved into their new store, at 1217-1219 Union avenue, where they have all the facilities for prosecuting their large and increasing trade, consisting of an elegant five-story brick structure, 60x130 feet in dimensions, with a commodious basement, making six floors, and all appertaining to the building, being new and first-class in every respect. The spacious floors of their new quarters are literally packed with a complete stock of groceries, embracing every thing in the line of staple and fancy groceries, with special tea and cigar departments. The exterior of the premises is also strictly in keeping with the general tone of the house, and the handling facilities are strengthened by the side track of a prominent trunk line passing at the extreme rear of the building, thus rendering the receipt and shipment of goods rapid and convenient. The services of twelve men are called into requisition about the establishment, while seven traveling men represent the house upon the road, and the annual volume of business reaches the handsome sum of

\$700,000. Their patronage extends throughout Missouri, Kansas, Nebraska, Colorado, New Mexico and Texas, and is also being established in other sections of the South and West. The specialties of the house consist of fine teas and cigars, and full lines of staple and fancy groceries. Mr. Smith, the manager of the house, is a native of St. Joseph, Mo., having been a member of the wholesale dry goods house of John S. Brittain & Co. of that city prior to his removal to this city in 1884. He is also the senior member of the firm of Smith, Utt & Co, doing a general retail business at White Cloud, Kas. Mr. W. J. Heddens is a native of St. Joseph, Mo., and is a thorough groceryman. He is now traveling for the house. J. W. Heddens, M. D., is also a native of St. Joseph, Mo., and is now one of the eminent physicians of the place. Judge O. M. Spencer is a Missourian by birth, and has for some time been and is now Judge of the Circuit Court for Buchanan County, and resides in St. Joseph, Mo. The members of this firm are men of practical ideas and straightforward business principles, and their influence is felt to a great extent in the city's business life.

J. T. Sears.—Banker and Broker; 107 West Sixth Street.—Mr. Sears has been here for two years, and as a financier and man of business probity he has added to the reputation he had earned for himself by ten years of banking in Jefferson City. He was for four years cashier of the Jefferson City Bank, and was afterward partner in the private bank of Fleming & Sears. He limits his business to Kansas City and accessible localities, where he can personally supervise the property upon which he makes advances. He does not make any loans upon farm property. He conducts his business on sound conservative principles, and has gained a leading place in public confidence through the justice and accuracy of his dealings.

Mrs. R. Sachs.—Fashionable Millinery and Hair Goods; 540 Main Street.—Characteristic of, and incident to, the rapid development of Kansas City's metropolitan style, the prosperity of such industries as cater to the high taste and fashionable tendencies of her *beau monde*, indicate her progress in that direction. Prominent among these important industries is that one so successfully carried on by Mrs. R. Sachs, who established it in 1870. At the outset the amount of capital involved in the enterprise was only \$500; now she carries a completely diversified and unexcelled stock valued at upwards of \$10,000, in millinery and hair goods, both foreign and domestic, importing directly from the fashionable European market. Twenty skilled modistes and hair workers are in her employ at an average weekly pay roll of \$250. The trade of this establishment extends all through Missouri, Kansas, Illinois, Colorado and Texas, and is continually increasing in volume. Mrs. Sachs is a native of the national capital, where she learned the millinery art and the methods of the trade for the importation of human hair. Her store is eligibly located at 540 Main street, in the center of a fashionable thoroughfare, and is 30x120 feet in dimensions, interiorly arranged in the highest style of modern art and good taste, the goods being displayed artistically in magnificent plate-glass fronts. Mrs. Sachs' establishment is the largest and most fashionable of its kind in the city. Her success is due to care and skill in the conduct of her business and lady-like demeanor with her numerous patronage.

Wittich & Penfield.—Wholesale Paper; 517 Delaware Street.—This old established and highly reputed paper house began business in 1875, when it was conducted by the firm of S. C. Moody & Co., who were succeeded January 1, 1886, by Messrs. George E. Wittich and E. J. Penfield. They occupy for store premises a four-story building, 26x150 feet in dimensions, and in the rear of this building they have a two-story warehouse, 25x120 feet. They carry a large stock and complete assortment of every description of paper, including printing papers, wrapping papers, writing papers, and a full line of stationery of all descriptions. Employment is given in the house to a force of twenty-five competent clerks and assistants, and four traveling salesmen represent the house in a trade territory embracing Missouri, Kansas, Nebraska and New Mexico, in which they have built up a large patronage, as a consequence of the uniformly satisfactory and prompt manner in which orders are filled, the superior goods carried in the stock and the close margins upon which these goods are sold. Messrs. Wittich & Penfield are both thoroughly experienced and practical merchants, Mr. Penfield having been con-

nected with the house for ten years as an employe of the firm of S. C. Moody & Co. prior to the acquirement of the business by the present firm. The firm is a progressive and enterprising one, and its relations with manufacturers are such that it is enabled to offer the greatest inducements to the trade.

J. P. Snyder.—Real Estate, Rental and Loan Office; Room 522 Alamo Building, 622 Delaware Street.—Mr. Snyder established this business in an office in the Mason block, at 1011 Main street, changing May 10, 1887, to his present location in the Alamo building, where he carries on all the departments of a real estate, rental and loan agency business, having on hand and for sale at all times desirable residence and business property in the city, as well as Missouri, Kansas, Texas and other lands, cattle ranches, wild lands, timber and mineral lands, improved farms, etc. Careful attention is given to investments for non-residents, for which business Mr. Snyder possesses unsurpassed facilities, and personal and prompt attention is given to all business intrusted to his hands. Mr. Snyder has resided in Kansas City for the past eight years, and is an authority upon the values, present and prospective, of property in the city and its vicinity. He is prepared to take charge of properties for non-residents, to rent same and collect rents, and to attend to all the details of the care and attention of realty, and his industry and close attention to business make him a valuable medium through which to transact business of this character.

Union Transfer Company.—Louis Dragon and W. W. Brown, Proprietors; Office 704 Delaware Street.—Messrs. Dragon and Brown are the oldest transfer men in the city, having commenced business in 1865 and continued it until the present time. To the older residents it is needless to say any thing in regard to this firm, but to those who have more recently settled here attention may be called to the fact that by their uniform courtesy and promptness in business matters this firm are now at the head of the list of transfer companies. Especially is this so in regard to the handling of safes and all kinds of heavy machinery, they having during the past year handled nine-tenths of all the heavy cable machinery used in the construction of the different cable lines now in operation in this city. They use thirty-six horses and forty men constantly in their business, and the average weekly pay-roll is \$500. The stables are located at 215 East Fifth street, and are connected with all depots by telephone. Messrs. Dragon and Brown were the first to see the necessity of having a private switch with large derrick to more conveniently handle the heavy machinery. They have just completed arrangements to have additional track room for about twenty cars on their switch in the South part of the city, and about ten cars on their switch in the East part of the city. The most important point to the public in the arrangements is that they give to their customers the benefit of the economical handling of heavy freight owing to the facilities just mentioned. Mr. Dragon is a native of France, and emigrated to this country fifty-three years ago, settling in New York State. He then came to Kansas City, and previous to adopting his present avocation, was engaged in the dry goods business here. Mr. W. W. Brown is a native of Scotland, and came to this country eighteen years ago, settling in Kansas City, where he has been engaged in the transfer business ever since.

James G. Young.—Attorney and Counselor at Law, Examiner of Titles, Notary Public, Solicitor of Patents and United States Claim Agent; Rooms 62, 63 and 64 Hall Building, corner of Ninth and Walnut Streets; Telephone No. 1829.—Every community must have laws and laws must have wise interpreters, as well as just Judges to enforce them; and, as the very existence of a community depends upon the carrying out of the law, it is highly proper that some account of a leading representative of both the bench and the bar should appear in a comprehensive review of the enterprises and prominent men of the city. Mr. Young has been in the active practice of law since 1868, and in Kansas City since 1877, and his fine talents and address, along with his extensive legal experience and learning, have won for him a high reputation in the West, and his practice extends over the States of Kansas, Missouri, Nebraska, Iowa, and the other States eastward. He is one of those intelligent men who conform their profession to the times and places in which they live, and so make a success of it, and benefit both themselves and others. He fills the office of notary public, and while he does not make a specialty

of any particular branch of law, yet he has met with peculiar success in the examination of abstracts and the perfecting of titles. He is recognized as the leading solicitor of patents in Kansas City, and has had an extensive experience in patent litigation. Mr. Young's office is a model of order and elegance, and having an extensive library and efficient clerks, business entrusted to his care will receive most careful attention.

Wm. Volker & Co.—Manufacturers, Importers and Jobbers of Mouldings, Picture Frames, Etc.; 602 and 604 Delaware Street.—This firm, of which Messrs. William Volker and Albert Soukup are the individual members, was formed in 1882, and has built up a large and steadily growing business in the manufacture, importation and the jobbing of mouldings, picture frames, window cornices, French, German and American mirror plates, arch top, pier and mantel mirrors, picture glass, oil paintings, chromios, engravings, lithographs, cabinet hardware and furniture supplies. The premises occupied by the firm as a store and factory embrace a three-story building, 40 x 120 feet in dimensions, fully and completely equipped with all the necessary machinery and appliances adapted to this department of industry, employment being given to a force of twenty-five hands. As a consequence of the uniform merit of all the productions of their factory and the careful selection of their stock from the finest goods of the most noted manufacturers, the firm has built up a large trade covering Missouri, Montana, Kansas, Colorado, New Mexico, Texas, Nebraska and the West generally, and the facilities enjoyed by the firm are such that they are prepared to offer the greatest inducements, both in quality and price, to the trade. Before establishing themselves in this business in this city five years ago, Messrs. Volker and Soukup had been similarly engaged in Chicago, and the thorough and practical knowledge of the business in all its details possessed by these gentlemen, combined with uniformly fair and accurate methods of dealing with their customers, has secured for them a first-class reputation and a deserved popularity and prosperity.

E. Werk.—Real Estate, Loans and Securities; 8½ West Ninth Street, Room 11; Telephone 1482.—Mr. Werk opened up his office here in June, 1887, and his business has grown apace under his careful and judicious direction. He deals in city residence and business properties, loans money on approved real estate security, and sells domestic and foreign securities. Two efficient assistants are in his employ, and every transaction is characterized by the most systematic care, Mr. Werk giving his personal attention to every detail of the business. His clientele is distributed all through the States of Missouri and Kansas. Mr. Werk has been a resident about fifteen years. He hails from Cincinnati, and prior to engaging in his present enterprises was an active grain merchant of this city. His success in this business is due to consummate skill and the exercise of honorable methods in all his dealings.

Despatch Transfer Company.—Freight Transferring Office, 534 Delaware Street; Stables, 407 to 411 Grand Avenue; Telephone, No. 508.—Kansas City is not wanting in commercial facilities of every description; among these special mention is due to the Despatch Transfer Company. As its name implies, this company possesses superior advantages for the rapid and safe transfer of all kinds of freight to and from railroad lines, as well as attending to the delivery of baggage and merchandise to various parts of the city. The enterprise was organized in 1883, and assumed corporate existence in 1885, with Messrs. H. E. Overstreet, President and Treasurer; D. C. Stephenson, Vice-President; F. S. Treadway, Secretary, and Thomas Christopher, Superintendent. The capital involved in the business amounts to \$50,000. The office is centrally located at 534 Delaware street. The stables are situated at Nos. 407 to 411 Grand avenue, and occupy a substantial four-story building, 60 x 154 in dimensions, completely equipped with every modern convenience for the proper care of live stock. About sixty vehicles of various kinds, from one to four horse draft, are utilized for delivery and transfer purposes. Seventy-five men are in the employ of the establishment upon an average weekly pay-roll of \$700. The business is secured from local sources mainly, (railroads, etc.,) and aggregates upwards of \$600,000 annually. This is the largest and best appointed transfer enterprise in the West. Its able and systematic management reflects great credit upon the officers in charge of the business, who are all gentlemen eminently

qualified both by experience and business sagacity for the conduct of this business. Mr. Overstreet has been a resident ten years. He was formerly in the drug industry at Sedalia, Mo., and subsequently was connected with the Myer Brothers Drug Company of this city. He is the owner of considerable city property. Mr. Stephenson has been a resident since 1856, is a native of Iowa, and has always been in the transfer business. Mr. Treadway has been in Kansas City twenty years. He has entire charge of all the shipping interests of the Armour Packing Co. Mr. Christopher, the Superintendent, is a native of the Gate City, and is thoroughly conversant with every detail of the transfer business, having been engaged in it since early manhood. The success of this enterprise is due to the well-directed efforts of the gentlemen at the head of its management, and their valuable experience in the transfer line.

Milton F. Simmons, Real Estate; Office 119 West Sixth Street—This enterprise was established in 1884, by the present incumbent, Mr. Milton F. Simmons, who hails from the Empire State. He was engaged in journalism previous to his present occupation, having edited the *Jacksonville Journal*, and was for a number of years editor and proprietor of the *Illinois State Journal*, at Springfield, Ill., newspapers that have gained a wide reputation in the field of American journalism. Mr. Simmons is the organizer and Secretary of the Simmons Investment Company, which was incorporated November, 1887, and controls immense landed interests in the vicinity of Kansas City. Mr. Simmon's specialty is the sale of outside properties, embracing some of the most desirable now on the market, notably, the Washington Addition to Kansas City, comprising 260 acres, one of the largest additions ever platted for the city. It extends eastward to Washington Park, Kansas City's main pleasure resort. It is high, healthly and sightly, with abundance of pure water and shade trees, and adjoins the "Blue Valley." It is famed as the most eligible future manufacturing center of the Gate City. It is accessible over the Independence and Park Dunamy Line, Washington station being located in the heart of the addition, and six other railroad stations are either contiguous or within its limits. This is a most desirable location both for residence and business purposes. Already several important industries are in operation in this vicinity, and others projected. All this tract is platted in lots of fifty feet or more, and so situated that perfect drainage is effected. East Ridgeway is another valuable property controlled by this firm, comprising thirty-three acres, and just outside the city limits, which Mr. Simmons has quite recently placed upon the market, equally desirable and quite as accessible by rail as the foregoing. Properties disposed of already by this firm since its establishment are among the most eligible within or without the city limits. As examples may be cited Prospect View, Lydia Avenue Place, Green View, Troost Highlands, Bloomfield Addition, etc. The honorable record of the subject of this sketch is worthy of more than the limited space allotted in these pages to note in detail his many good works in extending facilities to those seeking permanent locations for business or residence purposes, and increasing the domain of our great Midland metropolis.

Garnett Coal Company.—Wholesale and Retail Dealers in Hard and Soft Coal; 1017 St. Louis Avenue.—This enterprise was founded in 1886, by the Garnett Coal Company, of which J. D. King is President, and G. W. Gregory, Secretary and Treasurer, and as a coal company, it not only deals in coal of all kinds, but it also pays a large share of attention to mining, and sells largely at wholesale direct from the mines. The mines of the Garnett Coal Company are situated at Camden, Ray County, Missouri, where it has an extensive series of mines, employing a competent force of workmen, as miners and shippers, and from which source the city yards receive 1,500 bushels of coal per day. These coal yards are eligibly located at 1017 St. Louis Avenue, where a working force of sixty men is constantly employed in unloading and shipping this essential and important element of fuel, and receive as their monthly compensation \$1,500. The trade is confined principally to Kansas City and adjacent territory, and is gradually extending in other directions and over different portions of the State. Mr. J. D. King is a native of Missouri, having recently removed to Kansas City, and was formerly engaged in farming. He now has charge of the business of the company here, which duties he discharges with great credit to himself and profit to the company. Mr. G. W. Gregory is a resident of Ray County, Missouri, where he has spent the

greater portion of his life in coal mining, consequently his experience is a great factor in the success of the business. The company handles the coal direct from the cars, and receive its shipments over the Wabash Railroad, and its facilities for handling, as well as all the appointments of the concern, are first class in every respect, and the future prospects of the enterprise are bright and encouraging.

Shroeder Commission Company.—Grain and General Commission Merchants; No. 7 Merchants' Exchange.—This business was opened by Mr. F. C. Shroeder, the present manager and prime factor of the firm, in 1877, in his own name, but the name and style of the firm was changed to its present form in 1885. The house does a very large business with New York, Chicago, St. Louis, Duluth, Milwaukee and other points East in a speculative and order business, a large number of speculators and capitalists in Kansas City and various other parts of the country entrusting them with orders for grain, provisions and stocks to be bought or sold in any of the above mentioned markets. In this department of business Mr. Shroeder is a favorite with speculators, as he is honor itself, and being a wealthy man the deposits of investors are perfectly safe in his hands, while his charges are known to be lighter than those of any other commission house in the city. Mr. Shroeder is a native of Denmark, and came to America in 1857, and settled in New York, living there for two years. In 1859 he went to Milwaukee and entered the grain commission business as book-keeper for a prominent firm. He next went into business for himself, forming the partnership of Shroeder, Ludblom & Co., of Milwaukee. In 1877 he came to Kansas City and established the business which he has managed so successfully ever since.

Risley, Bentley & Co.—Real Estate and Loan Agents; Rooms 1 and 2, Times Building; 812 Main Street.—This firm, of which Messrs. J. W. Risley and D. S. Bentley are the members, was formed in October, 1885, since which time they have conducted a large and constantly growing business in real estate in the city and throughout Jackson County, Mo., and Wyandotte County, Kas. The transactions of this firm during the past year have aggregated in the amount of sales upward of \$1,000,000, representing many of the most important transfers in real estate that have taken place in the city during that time, including the sale of thirty-two acres in the northeast part of the city, on St. John avenue and Porter road, for \$200,000. They also sold Beacon Hill Place, at Twenty-ninth street and Troost avenue, fifteen acres in area, embracing fifty-six lots, and which was sold for \$150,000. The firm sold the northeast corner of Sixth and Central streets, 71x116 feet in dimensions, twice, the first time in March, 1887, for \$53,250, and again in June for \$78,000, thus securing for the first purchaser a profit of about \$25,000. Mr. Risley of this firm, prior to engaging in this business, was connected with the hardware trade. Mr. Bentley, who is a native of Rhode Island, came West in 1844, settling in Lapeer, Mich., where he engaged in the lumber business as a member of the firm of Hart, Bentley & Co., remaining there until 1858, when he went to Central City, Col., establishing the first saw-mill in Colorado Territory, and in 1865 he was appointed Revenue Inspector for Georgia, afterward coming to Kansas City in 1868, from whence he went to La Cygne, Kas., where he engaged in the banking and lumber business until 1882, when he returned to Kansas City and built a warehouse on Eighteenth and Wyoming streets, starting in the warehouse business. Since the formation of this firm the business training of these gentlemen has asserted itself in the capacity for carrying on the most important transactions, which has commended them to the favor and patronage of investors in Kansas City real estate, and given them a merited prominence among the leading firms engaged in this department of industry.

E. A. Walmsley.—Tailor; Nelson Block, 533 Main Street.—Mr. E. A. Walmsley established this industry in 1877, at No. 15 West Fifth street, and removed to his present business location, 533 Main street, in the unpretentious building that occupied the site of the present magnificent structure. But true to this principle in commerce, that "Here we grew, here we thrive," he remained in the same locality, and his success in business has been commensurate with the rapid development of Kansas City as a Western commercial metropolis. He employs twenty efficient and experienced workmen at an average weekly pay-roll of \$300, and all his work is executed after the most approved methods of the tailor's art. The materials used are from the

best domestic and foreign looms, and, being a professional cutter himself, the greatest satisfaction is guaranteed both as to style and material. Mr. Walmsley's trade extends to the city mainly, and he caters to the tastes of such as understand the value of elegance and substantial wear in clothing. He is a native of the historic Isle of Jersey, coming to America in 1848. Having learned his trade in his native home, he engaged in this business with the celebrated house of Guthrie & Sons, of London. After his arrival here and engaging in business in Cincinnati, O., and Indianapolis, Ind., he came to this city, and the sequel of his phenomenal success is evidenced by his skill in the tailors' art, and the knowledge of which was acquired through nearly one half a century's experience.

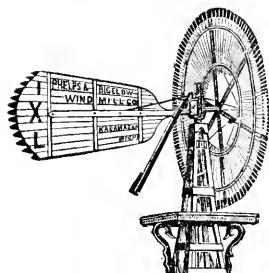
The Phelps & Bigelow Wind Mill Company.—Manufacturers of Wind Mills and Fixtures; 1215 West Ninth Street.—The national reputation of the

"I. X. L." wind mill, has caused it to be used in nearly every portion of the civilized world, as 14,000 of them are now in use, and their number is daily increasing. The main office and factory of the company is located at 218, 220, 222 and 224 North Burdick street, Kalamazoo, Mich., and its officers are Edward Woodbury, President, and M. J. Bigelow, Secretary and Treasurer. The company was organized in 1872 and incorporated in 1875, with a capital of \$40,000, and have a manufacturing capacity of 2,000 complete machines per annum, besides a large amount of supplies. The house gives constant employment to 125 hands, and is doing an annual business of over \$200,000. Twenty-five salesmen represent the Kansas City house upon the road, and their sales

extend throughout the entire West and Southwest. The Kansas City branch of this house was organized March 1, 1884, and is located at 1215 West Ninth street. The main building, containing the offices and salesroom of the establishment, is a three-story structure, two of which are in use, and in dimensions 30 x 60 feet, with two commodious two-story warehouses, 30 x 44 feet and 25 x 80 feet respectively, which are stored with the machines ready for shipment to points of destination. This is, in reality, a supply depot for their rapidly accumulating Western trade, and is equipped with every facility for handling goods and transacting the business of the house. The specialty of the concern consists in the manufacture and sale of the "I. X. L." wind mill and power wind engine, patented April 22, 1873, and August 4, 1884, and as now completed, is the best self governing wind mill in the world. Mr. J. Q. Adams, the manager of the house, is a native of Michigan, having formerly been a house builder, but joining the firm at its inception and remaining with the main house until 1884, when he came to establish this branch, which promises to exceed the highest expectations of its founders.

G. E. Quinby & Co.—Real Estate Brokers; Room 214 Alamo Building, Corner Seventh and Delaware Streets.—This firm was organized and established in 1885, and is now doing an annual business of \$400,000, with a prospect of a vast increase in the near future. The principal part of the trade of this institution is located in Missouri and Kansas; and its specialties are for the negotiation of city and farming property, loans, etc. This firm has recently sold eighty acres, located in Johnson County, for \$50,000; and a lot 50 x 150 feet, located at Westport, for \$16,000. Quinby Park and Quinby Addition are partly owned by Mr. G. E. Quinby, who also controls Grand View Addition, comprising 400 acres, through which the Waldo Park Dummy Line Railroad runs, thus giving rapid and constant transit to Independence and the central portions of Kansas City. Mr. G. E. Quinby is a native of Vermont, but has been a resident of Kansas City for about five years, and is connected with the Onstott Lot and Land Co. He was formerly engaged in the wholesale watch and jewelry business here, and has been very successful in his varied occupations, with bright and cheering prospects in the future.

A. J. Gillespie & Co.—Live Stock Commission Merchants; Room 15, Stock Exchange Building.—A live stock commission house having a daily handling capacity of eight hundred and fifty head of hogs and one hundred head of cattle, with a competent force of salesmen and assistants, and completely equipped with



every available facility, having a trade covering the States of Kansas, Missouri, Nebraska, Illinois, Iowa, Utah, Colorado, Texas, Wyoming, Indian Territory, New Mexico and Arizona, with an annual business amounting to \$4,500,000, is that of A. J. Gillespie & Co. This concern had its inception in 1872 under the style of Toby, Gillespie & Co., which firm was succeeded in 1887 by the present house, whose individual members are Messrs. A. J., T. E. and L. J. Gillespie. Mr. A. J. Gillespie is a native of Illinois, subsequently removing to St. Louis, Mo., where he engaged in live stock speculation for fifteen years, thence removing to Kansas City in 1869, since which time he has been actively engaged in the live stock trade, having founded the original house, and being now the popular cattle salesman and general manager of the establishment. Mr. T. E. Gillespie is a native of Illinois, and was formerly engaged on the cattle trail in Montana and Oregon, six years prior to his removal to Kansas City in 1875. He has charge of the hog department, assisted by his brother Louis J., whose nativity and experience is the same, as well as that of the third brother, John F., who assists his father in the cattle department. Milton James is also another cattle salesman, one of the oldest in the exchange, through whose wide experience much valuable aid is rendered to the house. The extensive character of the business transacted by this firm, together with its growing popularity, combine to make it one of the strongest in the live stock exchange. Mr. A. J. Gillespie, the senior member of this firm, assisted by John D. Bancroft, built the first elevator in Kansas City.

Wood Brothers.—Wholesale and Retail Dealers in Coal and Ice; 522 Delaware Street.—This firm, which is composed of Messrs. R. W. and B. F. Wood, was formed in 1876, since which time they have enjoyed a large patronage, which has steadily increased from year to year. They are largely engaged as dealers in ice, for which purpose they have warehouses located along the banks of the Missouri River in the city, with a storage capacity of 25,000 tons of ice, and in addition they have a warehouse at Sugar Lake, Mo., where they cut and store their ice, and which has a capacity for 20,000 tons, and also have warehouses at Council Bluffs and Sioux City, Ia. The ice dealt in by them is of the best and purest quality, and as a consequence they have a large patronage in the city and its surroundings, running the largest number of wagons of any concern engaged in the business in the city, having, in the height of the season as many as twenty-five or thirty constantly engaged in delivering orders. In addition to this business they are largely engaged as dealers in coal, and in this line do a steadily growing business, selling both to dealers and consumers. Mr. R. W. Wood, of this firm, has resided in Kansas City for the past twelve years, prior to which he was engaged in the coal business at Leavenworth, Kas., and his brother, Mr. B. F. Wood, was engaged as a civil engineer at Chicago, prior to coming to this city with his brother, and engaging in this enterprise. Both are gentlemen of superior business attainments, and as a result of their energetic efforts, the volume of the business has steadily increased from year to year, from its inception to the present.

Ford & Furgason.—Insurance Agents; Security Building, 522 Wyandotte Street.—There is no branch of business that occupies a more prominent position, or that has proven more beneficial than that of fire and life insurance. No prudent business man, with his manufactures and storehouses filled with stock, nor any owner of dwellings who fears the misfortunes of life, but will procure policies of insurance to indemnify him against loss; no head of a family who has care and forethought about the future of those dependant upon him, can feel that his full duty is accomplished until he provides, by a policy, for those who may live after him. But before procuring such a policy it is essential to know whether the company issuing it is sound, and prompt in paying its losses; and whether the agent through whom the policy is received is reliable and experienced. This agency was established in 1867 by Jonathan Ford, and during all these years of active operation has sustained a character that has placed it in the front rank in the line. The agency now represents some of the most reliable and popular insurance companies in the United States; among which are the Girard, of Philadelphia, organized in 1853, which has a capital stock of \$300,000, and a surplus of \$902,485; the Northwestern National, of Milwaukee, organized in 1869, having a paid up capital of \$600,000, and a surplus of \$873,816; the Fireman's, Newark, N. J., organized in 1855, capital \$600,000, and a surplus of \$1,428,330; the Lion, London—United States branch

organized in 1880, now holding a surplus of \$554,960; the New Hampshire, at Manchester, organized in 1869, capital \$500,000, surplus of \$737,759; the Farmers, York, Pa., organized in 1853, a mutual company, now having a surplus of \$210,521; the Long Island, Brooklyn, N. Y., organized in 1853, capital \$300,000, surplus \$348,002; the Rochester German, Rochester, N. Y., organized 1872, capital \$200,000, surplus \$372,625, and the Mutual Life, New York, with assets of \$120,000,000. These are the companies represented by this agency, giving unmistakable evidence of its reliability. All policies negotiated by this firm are written with care, and adjusted with fairness and dispatch. Mr. Jonathan Ford, senior member of the firm, and agent personally, of the "Old Mutual Life," has been engaged in the insurance business more than twenty years, and is intimately acquainted with all its various details. Mr. F. M. Furgason, who personally represents also the Lloyds Plate Glass Insurance Association of New York, has been a member of this firm eight years; he has been superintendent of the Provident Association of this city since its organization, seven years ago. A more reliable and trustworthy firm cannot be found in the city, than the Messrs. Ford & Furgason.

Wise & Hastings.—Civil Engineers; Rooms 524 and 525 Alamo Building, Northwest Corner of Seventh and Delaware Streets.—Among all the various scientific professions that of the civil engineer, requires more real talent and a greater amount of mental labor than almost any other, and is, perhaps, of as great importance, both to the city and the country at large, as any industry from which the great West has obtained its unequalled prosperity. This enterprise was established in 1886, by the present firm, and was originally located at 129 West Sixth street, but was removed to its present location in May, 1887. It has been favored with a grand success, its annual business transactions amounting to \$20,000, and being principally located throughout Missouri and Kansas. Twelve very efficient and scientific men are employed on its force, while the proprietors give their individual attention to every detail of the business, thus insuring satisfactory results. Mr. H. A. Wise, senior member of the firm, is a native of New Hampshire, has been engaged in the business for twenty years, and has been employed extensively in his present avocation by railroad companies. He came to Kansas City twelve years ago, and has since resided here. He has charge at present of the Vine street Motor Railway in this city. Mr. C. W. Hastings, junior member, is a native of Brooklyn, N. Y., and has been a resident of Kansas City three years. He was for a time employed on the reportorial corps of one of the morning papers here; and at another time was Chief Engineer of the Kanapolis and Kansas Central railroad. The great care and faithful attention paid by this firm to the interests of their patrons, has secured for them a high standing in business circles, and a prosperity which is the well earned result of uniform accuracy and reliability in all their undertakings.

W. H. Young.—Real Estate Agent; Office, First National Bank Building Corner of Sixth Street and Minnesota Avenue, Kansas City, Kas.—This enterprise was established in 1885 by Mr. W. H. Young, whose long experience in, and familiarity with the real estate and landed interests of the State and of Kansas City, eminently fits him for the conduct of this business. His transactions are not confined to the city but extend to the rural districts as well, and amount to upwards of \$150,000 annually. Mr. Young is a Tennessean by birth, but has been a resident of Kansas upwards of twenty-two years, and now resides in Pomeroy, Kas. Prior to engaging in this business he pursued flour milling in Wyandotte County, Kansas. Mr. Young's success is due to consummate care and skill in the conduct of his affairs. He is a prominent member of the Grand Army of the Republic, having served his country in the late war from April 16th, 1861, to February 18th, 1865, and was honorably discharged at its close. Mr. Young controls the sale of the following additions: Brighton Hill, Sunny Side, Edgerton Place, Silver Place and is sole agent for the town of Bethel. Farm lands are made a specialty, as also the payment of taxes, collection of rents and the safe investments of money for non-residents.

G. P. Schopp & Co.—General Commission, and Wholesale Fruits and Produce; 411 Walnut Street.—An important feature in connection with the progress and commercial interests of this city is the produce commission business, and in a work purporting to give reliable information on the business of the city, it is

necessary to set forth the facilities offered by the business men of the city. This enterprise was established about two years ago by Mr. G. P. Schopp, and Mr. G. G. Lubhart joined him later on. These gentlemen, being possessed of wide experience and energy, determined to succeed. The business has increased until now it enjoys a large trade from shippers throughout the States of Missouri, Kansas, Nebraska, Iowa, Tennessee, Utah, California, Louisiana, Alabama, Arkansas and Texas. The cities of New York and New Orleans are also fields for this firm's operations. Early fruits and vegetables are handled principally, embracing California productions, apples, oranges, lemons, cranberries, onions, potatoes, etc., a large portion of which is handled in carload lots, and special facilities being possessed by the firm in realizing the highest market prices and making prompt returns of sales to its consignors. By this means a steadily increasing business has resulted, and the confidence of a very large patronage has been obtained and carefully fostered. Mr. G. P. Schopp hails from St. Louis, and is the son of Mr. Jacob Schopp, of that city, who conducts an extensive business in the same line there. The subject of this sketch has been trained to this occupation under his father's direction, and is eminently qualified for its efficient conduct. Mr. G. G. Lubhart withdrew from the business soon after its establishment, in order to give his personal attention to his interest in an extensive business enterprise in Denver, Col. The firm assumed its present name on January 1st of the present year.

Wabash School Furniture Company.—J. S. Dougherty, President; W. M. Henly, Secretary and Treasurer; T. W. Lofton, Manager of Kansas City Branch; Office, 723 Walnut Street; Manufacturers of School, Church and Office Furniture.—This corporation opened its Kansas City office in 1882 and the business, under the management of Mr. Lofton, has been highly gratifying. The main factory is in Wabash Ind., where 300 operatives are constantly employed, while the Kansas City branch furnishes work for fifteen. The furnishing of churches and schools, especially the latter, has of late years been a subject of much discussion and thought, and men of the highest intelligence have given it no stinted study. The result has been great improvement looking toward the health and comfort of children, and no furnishing establishment has caught the spirit of reform or striven more zealously for even better things and methods, than the Wabash School Furniture Co. The result is that to-day they are unsurpassed as furnishers of churches and schools, and the sense and science shown by them in outfitting these important institutions is equalled by the good taste and eye to convenience with which they fit up offices. Mr. Lofton is a thorough expert in his line and no contract can be put in his hand that he can not and will not fill, not only to the satisfaction but to surprise and delight of his patrons.

J. A. L. Waddell.—Consulting Engineer; Office, 118 West Sixth Street.—Mr. Waddell has been in the city a year, and represents the Phoenix Bridge Company and the Phoenix Iron Company. His attention is mainly given to the inspection and repairing of railroad and city bridges, viaducts, etc., and to making designs for new structures. He has had a training and experience that fit him eminently for such responsible work. He was four years in Japan as professor of civil engineering in the Imperial University; was consulting engineer for Leavenworth bridge repairs, and made the calculations upon which the Covington and Cincinnati railroad bridge is being constructed. He is a Canadian by birth but was educated in the United States. The Phoenix Iron Company, at Phoenixville, Pa., own mines of coal and iron, manufacture the pig iron, convert it into wrought iron and manufacture it into bridges and the Bridge Company puts them up. The Iron Company does a considerable business in supplying iron for the construction of buildings. The head office of these companies is in Philadelphia, and they have a branch in New York. They have a very large contract on the Kings County elevated railroad, and are increasing their capacity. Mr. Waddell's territory, as representative of these companies, comprises all the country west of the Mississippi, and they are fortunate in having such an able and active man to look after their interests.

Hall Brothers & Co.—Real Estate and Loan Agency; Room No. 1, National Building, Corner of Ninth and Main Streets.—The firm of Hall Brothers has been in existence for twenty years, as cattle dealers, with ranch in Colorado, near Trinidad, comprising six thousand acres, with an average of seven thousand

cattle. In November, 1887, they made one shipment of one hundred and thirteen cars from Trinidad to Kiowa, Kansas. The Hall brothers came to Kansas City about five years ago, have resided here since, and are now engaged in the real estate business. They own the elegant block from Main to Walnut, on Ninth streets, the National building occupying the northeast corner of Main and Ninth streets. Mr. Nathan J. Hall, senior member of the firm, is regarded by all who know him, as a man of extraordinary business qualifications, with great sobriety of judgment, never speaking positively without full information, and it is said that his predictions can safely be depended upon. He owns a large amount of real estate located in different parts of the city, principally improved, and handles his own property. Mr. William M. Hall has had a large and active experience in business, is pushing and energetic, and at the same time careful and conservative. Mr. Joseph Sherlock, agent and notary public, has been connected with the firm for four years, and is regarded as one of the most reliable and correct business men in Kansas City.

James A. Young.—Wholesale Dealer in Flour and Feed of All Kinds; Corner of Minnesota Avenue and Third Street, Kansas City, Kas.—Mr. Young has been engaged in his present business since January, 1886, and has a large and steadily increasing business in the city and its surroundings. He occupies a three-story building, 25x100 feet in dimensions, where he carries a large and completely assorted stock of flour and feed of all kinds, making a specialty of the "King of Kansas" and the "Vienna" brands of flour, which are articles of superior excellence and largely in demand by consumers, and therefore favorites with the trade. The amount of goods handled by Mr. Young averages about seventy car loads per month, and this establishment holds a leading position among the concerns of its kind on the Kansas side. Mr. Young was in the mill business prior to engaging in his present enterprise, and he now handles flour from three different mills, and in addition to the two special brands above mentioned, handles four other brands, all of which are of approved quality. He is prepared to fill all orders for flour and feed in a prompt and satisfactory manner, and his business shows a steady growth from month to month.

Western Pump Company.—Fred H. Smith, President; W. E. Ratliff, Vice-President; T. C. Webster, Secretary and Treasurer; Manufacturers of the Western Wind Mill; Northwest Corner of Joy and Hickory Streets.—This is the largest house making a specialty of pumps, to be found in the city; having been organized by the act of incorporation August 12, 1887, with a capital stock of twenty-five thousand dollars. Fred H. Smith, a native of Illinois, now President of the company, being of a mechanical turn of mind, invented the Webster Wind Mill, some five years since, but during that time, had not been able to place it upon the market until the organization of the house last August. The plant of this new enterprise occupies a brick building 40x60 feet in dimensions, located on the northwest corner of Joy and Hickory streets. The works are fitted up with the latest and most approved machinery known to the art of pump making and the manufacture of wind mills. In the various details of the business the combined services of seven men are required, producing upon an average, forty wind mills per month, besides two car loads of pumps. A permanent trade has already been established in the States of Kansas, Missouri and Colorado, with bright prospects for extension into more remote territory. Pumps and wind mill supplies constitute the special products of the establishment, the former of which are manufactured at Rockford, Ill., and adjusted here. The company are also agents for Frank Ward's celebrated iron pumps and cylinders, and tubular well supplies. W. E. Ratliff is a native of Indiana, and has since resided in this city for five years, having grown up in the pump business, and following the plumbing industry prior to his connection with this house. T. C. Webster is a native of New York, and has resided in Kansas City twenty years. He formerly served as book keeper for the firms of English & Brothers, and Smith & Keating, and since the inception of the present house has proven an efficient officer, devoting his energies to the company's interest.

Walter A. Wood Mowing and Reaping Machine Company.—Factories, Hoosick Falls, New York; Depot Warehouse, 1201 to 1200 West Tenth Street, Kansas City.—It is a fitting tribute to the commanding position that Kansas

City holds as an industrial center, that such an important Eastern company as the Walter A. Wood Mowing and Reaping Machine Co., should establish one of their main depots at this point. This grand industry was founded in 1853 by Mr. Walter A. Wood, and upon its incorporation in 1866, a capital stock of \$1,000,000 was involved in the enterprise. Its trade covers, as the saying goes, every region where grain and grass is grown, and amounts to many million dollars. At the factories over 1000 workmen are in the employ, the buildings and plant covering an area of several acres. A capacity out-put of 55,000 machines annually is the enormous product of this establishment. Mr. S. P. Carlton is the company's general agent in charge of the Kansas City depot, which was established in 1878, for the purpose of facilitating the vast trade which the company held in territory tributary to Kansas City. The warehouse here is a substantial brick building, six floors, 80x100 feet in dimensions, containing 30,000 square feet storage room, and completely equipped with every modern convenience, such as elevators, railroad switches, etc. Mr. Carlton's long experience in this line eminently fits him for the efficient conduct of this business. He has been a resident of Kansas City since taking charge of the company's affairs at this point. He was formerly connected with the Moline Plow Co., as traveling salesman, and has been connected with the company now under special notice since 1878. He is the right man in the right place.

Western Flour Company.—Flour, Meal and Mill-Stuff; Room 3, Merchants' Exchange, Fifth and Delaware Streets; L. C. Ayers, Manager.—This business was established in 1885, and under Mr. Ayer's management has resulted in a deservedly great success. Two assistants are in the employ of the company. A large and constantly increasing trade is held all through the States of Missouri, Kansas, Nebraska, Texas, Louisiana and Georgia, and extending into adjacent territory. Mr. Ayers has been a resident of Kansas City since 1881. He is well and favorably known in commercial circles here. He is reliable, and exercises honorable business methods in all his dealings. His success is due to business sagacity and probity.

Whiteside & Jarvis.—Real Estate, Loan and Bond Brokers; 509 Delaware Street.—Prominent alike for the magnitude of their transactions and the superior efficiency upon which they conduct their business, the firm of Whiteside & Jarvis is one of the most popular and prosperous of the real estate firms of the city. Its individual members are Messrs. W. H. Whiteside and Frank Jarvis, and the business was originally established in 1878 by the firm of S. F. Scott & Co., of which Mr. Whiteside was a member, and under which style the business was conducted until March 1st, 1886, when the present firm was formed. They have enjoyed a large patronage from the inception of the firm to the present time, and during the last twelve months have made upward of 4,000 transfers. The largest transaction made by the firm was one consummated a few months ago in the sale to a syndicate with which they were connected, of 1,148,000 acres in Mexico along the Rio Grande for \$574,000, and another tract known as Vanderbilt Place, immediately south of the city, consisting of eighty acres, for \$101,000, which was also sold to the syndicate, by whom it was surveyed out into 800 lots and put into the hands of this firm for sale. Other transactions conducted by the firm, were the sale of Martin Place on East Bottoms, consisting of ten acres and comprising 105 lots, which they disposed of in thirty days; Randolph Heights, situated in Clay County at the north end of the Milwaukee Railroad bridge, comprising twenty-four acres, of which 100 lots were sold in sixty days; London Heights, situated along the elevated railroad in Wyandotte, composed of 400 lots, of which 100 have been sold. The firm is also interested in 16,000 acres near Leavenworth, Kas., for which they paid \$176,000, the entire tract being underlaid with coal. This transaction is said to have advanced the prices in the real estate market of Leavenworth 100 per cent. The firm is also largely interested in real estate in Horton, Kas., a town one and a half years old, eighty miles from Kansas City on the Chicago, Rock Island & Pacific Railroad, with 2,500 inhabitants, and where is located the Rock Island Railroad shops. The firm sold 550 lots there within twenty days and have 350 yet to sell, ranging in price from \$100 to \$250. Mr. J. R. Wallace is located at Horton as resident agent of the firm. The thorough and practical knowledge possessed by these gentlemen of matters pertaining to real estate, and the many opportunities they have for favorable dealings, make this firm a favorite medium for investors of capital, and they

do a thriving business, handling large ranches throughout the West, as well as dealing in city and town property in all the growing portions of Kansas and Missouri. Mr. Whiteside of this firm, is an Indianian, and prior to coming to Kansas City in 1878, had been engaged in the banking business as cashier of the People's Bank of Logansport, Ind., and also as cashier of the First National Bank, of Wabash, Ind. Mr. Jarvis is a native of Ohio, and came to Kansas City in April, 1886, from Greenwood County, Kansas, where he owns a large sheep ranch. He was also engaged in the woolen manufacturing business in Ohio prior to coming West. Being gentlemen of large resources and thorough business habits and closely attending to every commission placed in their hands, the firm occupies a deserved prominence among the leading operators in realty in the West.

Western Sash and Door Company.—Wholesale Dealers in Sash, Doors, Blinds, Mouldings, etc.; Nineteenth and Wyoming Streets.—With the advance of civilization and growth of commercial communities, every industry that subserves and enhances the comforts and elegance of homes, stands first in the order of conveniences that go to make human existence enjoyable. Wood-working may be classed as among one of these important industries, and the Western Sash and Door Co., is an example in point, as its product is of that class that is essential to the construction of comfortable homes, convenient and elegant business and public buildings, etc. The enterprise now under special notice was established here in 1881, and duly incorporated in 1882 with the following officers controlling its affairs: Messrs. Fred Huttig, President; C. F. W. Huttig, Vice-President; Charles H. Huttig, Secretary and Treasurer, and William Huttig, Manager, with a capital stock of \$100,000. There are one hundred men in the employ of the company upon an average weekly pay-roll of \$1,300. This industry is an off-shoot of the great parent house of Muscatine, Ia., which was founded upwards of twenty years ago. A similar establishment was also located in St. Louis in 1885. The trade of the Kansas City house covers the States of Missouri, Kansas, Arkansas, Nebraska, Colorado, Texas, and the Indian Territory, and New Mexico, with a steady increase in the volume of trade. The product of this concern consists mainly in regular and special sizes of sash, doors, blinds, mouldings, interior finish and fancy wood-work of every description. The plant of the company, including factory, warehouses, etc., covers an area of two and one-half acres, and is completely supplied with every modern machine, appliance and convenience for the prompt and efficient execution of the work and the expeditious manipulators of their goods. Messrs. Fred. and C. F. W. Huttig are residents of Muscatine, Ia., in charge of the business at that point. Mr. C. H. Huttig resides at St. Louis, Mo., in charge of the affairs of that branch of the industry, and Mr. William Huttig, Jr., is the resident manager of the Kansas City house. Under his careful direction this model establishment has won laurels for the management, and bids fair to rival the parent house in time, and scoring another point for the Gate City.

Wimbush & Powell.—Real Estate Brokers; Room 211, Alamo Building, Corner of Seventh and Delaware Streets.—This firm ranks among the most successful of all Kansas City's successful real estate dealers. The gentlemen composing it came here from the East about nine years ago, with a full appreciation of what the future of Kansas City would be, and by courage, perseverance and strict attention to business have gained an enviable position amongst those who have watched their career. Notwithstanding the many set-backs they have encountered they have, by their keen judgment, conservative and business habits, built up a business at present amounting to \$2,000,000 annually. They have been interested in large organizations and are now actively engaged in building the town of Birmingham—or as they call it, "The Pittsburg of the West," a new manufacturing center about nine miles northeast of Kansas City on four trunk lines, where they offer immense advantages to any manufacturer looking Westward, and ask correspondence from them. The Kansas City Car and Wheel Works are already located at Birmingham, and cover thirty-five acres of land. These works will employ 1,000 to 1,500 men when in full running order. They are in correspondence with other manufacturers; and it is not too much to say that Birmingham is destined to be a town of 4,000 or 5,000 people within a short time. Lots can be bought there now at almost acreage prices. Six months ago it was a corn field; to-day it is the busiest place in the Missouri Valley. H. A. Wimbush is the senior, and A. W. Powell the junior.

members of this firm. They were both organizers of the Kansas City Bank Note Co., and feel proud of the success attained by that institution. Their business is principally carried on with Kentucky and Boston capital, and they have a large Eastern correspondence.

George Swartz.—Wholesale Lumber; Room 307 Journal Building, Corner of Tenth and Walnut Streets.—This substantial industry was established in 1886 by Messrs. Swartz & Graves, but on November 7th, 1887, Mr. Swartz assumed full control of the business, and it has since been conducted in his name. The business was first carried on at the Williard Building, corner of Ninth and Broadway, but was removed to its present location in January, 1888. Mr. Swartz makes a specialty of white pine lumber and carries large stocks of lumber at different points in the North, principally in Wisconsin and Minnesota, for which he finds an excellent market in this city and through the States of Missouri and Kansas, as he ships it in. Mr. Swartz is thoroughly posted in all the details of his business, having been connected for some time with the Eau Claire Lumber Co., of Eau Claire, Wis., and having also been a traveler in this line of business. He has spent fifteen years in the lumber business altogether, and has been three years in Kansas City, where he is spoken of very highly, both as a business man and a citizen.

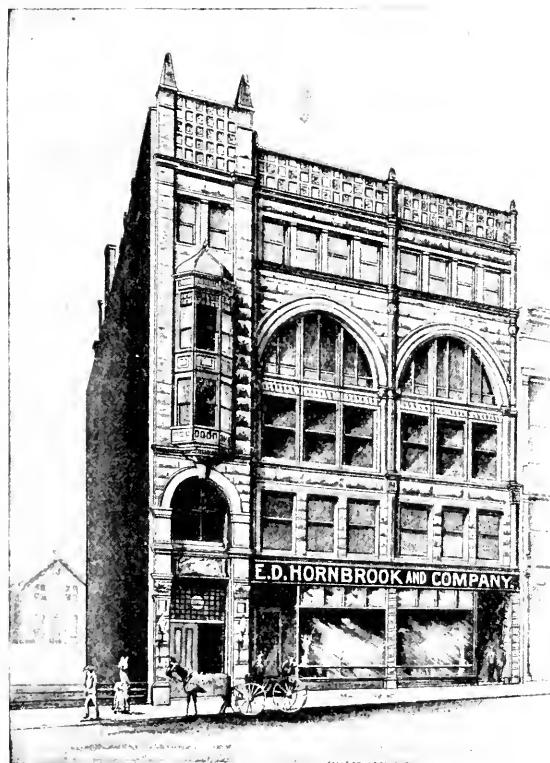
Standard Implement Company.—O. B. Dodge, President; A. G. Bodwell, Vice-President and Treasurer; H. K. Wolcott, Secretary; Jobbers of Agricultural Implements, Wagons, Buggies and Carriages; 1312 to 1318 West Twelfth Street.—The fortunate location of Kansas City in a position making it a central source of supply for the richest and most prolific agricultural region of the West, and its unequalled railroad facilities, make it a superior market for agricultural implements and all articles used by farmers, and as a consequence, a large trade of this character has been attracted to this center. Prominent among the business establishments making a specialty of the supply of agricultural implements, wagons, buggies and carriages is the Standard Implement Co., incorporated in 1882, the stockholders of which are the Grand Detour Plow Co., of Dixon, Ill., the firm of Emerson, Talcott & Co., of Rockford, Ill., the Newton Wagon Co., of Batavia, Ill., and Mr. A. G. Bodwell, of this city. The premises occupied by the company embrace a five-story and basement building, 96 x 100 feet in dimensions, eligibly located with switch tracks and every facility for the receipt, handling and shipment of goods, and in this establishment is constantly carried a large and completely diversified stock of the most approved agricultural implements, including the celebrated Grand Detour plows and cultivators, the Standard mowers, rakes and cultivators, Newton wagons, buggies, carriages, etc., and a full line of farm machinery of all kinds. Eighteen clerks and assistants are employed in the house, and five traveling salesmen of wide acquaintance and extended experience represent the company in its trade territory, which covers Kansas and Missouri completely, and also includes a considerable business in Colorado, Indian Territory and New Mexico. Mr. O. B. Dodge, the President of the company, is a resident of Dixon, Ill., and Secretary and Treasurer of the Grand Detour Plow Co. at that place, and Mr. H. K. Wolcott, the Secretary, resides at Batavia, Ill., where he is Secretary and Treasurer of the Newton Wagon Co. Mr. A. G. Bodwell, Vice-President and Manager, has resided in this city for the past twenty-two years, and is well known as a reliable business man, thoroughly acquainted with all the details of this business, and to his efficient supervision is due, in a large measure, the great and steadily increasing growth of the business in the territory covered.

Bradbeer & Jenkins.—Dealers in Fine Wall Papers, Room Mouldings, Window Shades, Etc.; 902 Grand Avenue.—This business was established in August, 1887, by the present proprietors, Messrs. W. W. Bradbeer and Paul Jenkins, and their trade has already become very satisfactory. They deal in all kinds of fine papers, including Linerstra Walton, woolen plastics, brocatelles, pressed papers, velvets, velours, foreign and domestic varnished papers, leather papers, bronzes, etc. Their stock of iridescent papers, ingrains and bronzes, is large and well selected. This house does one thing especially which can not fail to recommend itself to the public, namely: in buying all their fine papers in one-room lots, and by this means enabling their patrons to guard against duplicates of their rooms. They are the only exclusive wall-paper house in the city, and by giving their indi-

vidual attention to this one line they will soon place it beyond competition. Mr. W. W. Bradbeer, the senior partner, comes from the East, where he has had an extensive experience in the business. Mr. Jenkins has been a resident of the city for twenty years, and was formerly connected with the Traders' Bank. They have thus far gained an enviable reputation for honorable dealing, and their taste and workmanship is attested by many of our best residences.

E. D. Hornbrook & Co.—Wholesale and Retail Dealers in Fine Gas Fixtures, Sanitary Plumbing, Steam and Hot Water Heating and Ventilation;

1212 and 1214 Main Street, Bayard Building.—The partners in this flourishing business are Messrs. E. D. Hornbrook and L. B. Cross. It was established in 1879, by the enterprising senior member of the firm, but in 1884 he associated Mr. Cross with him, and the firm assumed its present style. This is the largest business of its kind in the city, employing, as it does, from seventy-five to one hundred hands, and doing an annual business of \$150,000. Their premises comprise the first floor and basement of a building 45x110 feet in dimensions, and having the largest plate glass windows in the city, while their trade extends over the State of Kansas and Missouri, besides being very large in the city. They make specialties of steam and hot water heating, and keep one of the finest stocks of gas fixtures to be found anywhere outside of New York City or Philadelphia, and they enjoy the reputation of being one of the most substantial and reliable



able houses in the West. Mr. Hornbrook is a native of Wheeling, W. Va., and is a practical mechanician, both as regards steam and hot water heating and plumbing, having served his time at the bench and in the shops. He came to this city about eight years ago, and is one of the most enterprising business men of the city. Mr. Cross is from Canton, Ohio, and was for fifteen years connected with the well-known firm of Thackera, Sons & Co., manufacturers of gas fixtures, etc., Philadelphia, Pa. He came to Kansas City about ten months ago, and is recognized as an energetic and thorough-going merchant. We take pleasure in commending this firm to public patronage, as it is eminently deserving of such high favor on account of the reliable business methods adopted in all its dealings and its high commercial standing here.

F. P. Strickland & Co.—Wholesale Dealers in Yellow Pine; Room 29, Sheildley Building, Corner of Ninth and Main Streets.—The members of this prominent lumber firm are F. P. Strickland, A. J. Hibbs, and G. W. Smith, who established this business in Kansas City, in April, 1887. This firm makes contracts

with mills, agreeing to take the year's production and then they sell the lumber to dealers throughout the country. In 1887 they handled twenty-three million feet of lumber and every year the quantity which they handle is enormous; the bulk of it going to Kansas City and the Southwest. They make a specialty of yellow pine, but also handle oak lumber and oak posts and some cypress, while they give but little attention to fancy hardwood. Their business is done entirely in car loads, and they sell only to dealers, doing nothing in a small or retail way. Mr. Strickland has been in the lumber business all his life and formerly traveled out of Chicago in this line. Mr. A. J. Hibbs has his headquarters at Colmesnil, Tex., from which place he travels, arranging for the purchase of lumber. Mr. G. W. Smith lives in Brownsville, Mo., and is the strong capitalist of the firm. He has a lumber yard at Brownsville, to which he gives a large share of his attention. The firm is highly honorable and responsible, and has a splendid reputation among lumbermen, dealers and bankers.

Carl Spengler & Rompel.—Wholesale Liquors and Cigars; 622 Delaware Street.—This is an old established and highly reputed house, having been successfully conducted ever since May 1, 1871, when it was established by Mr. Carl Spengler. The business was inaugurated in premises on Fifth and Delaware streets, and in 1881 was removed to 418 Delaware street. In January of the present year Mr. M. J. Rompel became a member of the firm, which then assumed its present style, and in May removal was made to the premises now occupied by the firm at 622 Delaware street, comprising three floors, 28x128 feet in dimensions; and the firm also occupies one floor at 614 Delaware street, which is utilized as a wareroom for imported and domestic cigars. The firm carries on hand at all times a large stock and complete assortment of the finest brands of rye and Bourbon whiskies, foreign and domestic wines, champagnes, brandies, gins, etc., and all articles usually found in a well stocked wholesale liquor store, in addition to which they are large direct importers of the finest Havana cigars, and also deal largely in the best known brands of domestic cigars. Employment is given in the house to a force of twenty-two competent clerks and assistants, and ten traveling salesmen of wide acquaintance and extensive experience represent the firm in a trade territory covering Missouri, Kansas, Nebraska, Colorado, Indian Territory and other Western States and Territories. Mr. C. Spengler, the founder of the house and head of the firm, is a thoroughly experienced and practical man in the business which he has built up to its present gratifying condition of prosperity, and he still retains the cigar department of the business as his exclusive property. He is a substantial and successful citizen, and in addition to his investments in business, is an owner of a 500 acre stock farm on the Blue River, ten miles south of the city. Mr. Rompel has been engaged in the liquor business in various cities for the past sixteen years, and is a gentleman of superior business attainments. Thoroughly prompt and reliable in all their dealings, the firm has commended itself to the favor and patronage of the trade, and as a consequence the volume of its business is steadily growing.

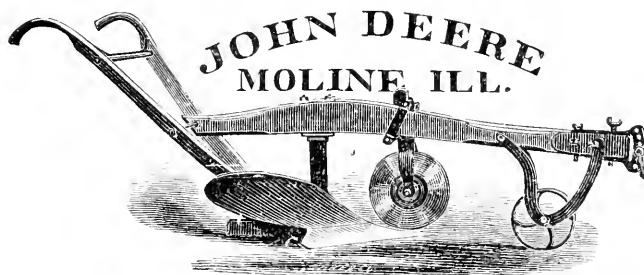
E. F. Fassett.—Architect; 506 Rialto Building, Ninth Street and Grand Avenue.—Kansas City affords one of the best fields for the display of architectural skill. The rapid development of the building interests here and the commendable taste displayed by our commercial classes in the construction of palatial edifices for business purposes, etc., make it profitable for the professional architect, who can design, plan and superintend in a manner agreeable to the advanced views of this progressive community. The subject of this sketch, Mr. E. F. Fassett is thoroughly educated in all the intricacies of this most important profession. His office was established here in 1876, and with an experience of upwards of twenty years' practice, he is prepared to give the greatest degree of satisfaction to those requiring his services as an architectural designer and to make accurate estimates on the cost of construction. His patronage, besides being largely local, extends all through Missouri and Kansas, and other western points. He hails from the state of Maine, and prior to engaging in business here, had been actively plying his profession in Wisconsin, Colorado, and elsewhere. He is conversant with every detail of this business, and is conscientious and painstaking in the execution of commissions entrusted to him; his large and constantly increasing patronage being witness to the fact of his efficiency.

Deere, Mansur & Co.—Deere & Co., Moline, Ill., A. Mansur, St. Louis, Mo., and G. W. Fuller, of Kansas City; Farm Machinery, "John Deere" Plows and

Cultivators, Etc.; Santa Fe, Tenth to Eleventh Streets.—This establishment is the Kansas City branch of the "John Deere" Moline Plow Works, and was opened in 1869, as a medium for the sale of the plows and other farm implements made at the factory at Moline, Ill., founded

in the year 1847, by Mr. John Deere. The Kansas City branch is under the management of Messrs. A. Mansur and G. W. Fuller, who with the firm of Deere & Co., of Moline, Ill., form the firm of Deere, Mansur & Co. This house does a large business in the plows and implements manufactured at the Moline works, supplying Western Missouri, Kansas, Colorado, New Mexico and Arizona with the "John Deere" implements, including plows, cultivators, planters, check rowers, stalk cutters, hay rakes, etc. Prominent among the goods handled by this firm, may be mentioned the following: The "John Deere" plow, leading all others in strength, durability, lightness of draft, quality of work, and ease of management; the "Gilpin" sulky plow, which is a great favorite, and is of the Moline make; as are also the "Deere" spring cultivator, the "Universal" cultivator, and the new, all steel "Columbia" cultivator. Another leading product of this great factory is the "New Deal" wheel walking plow, built with either one, two, three or four plows; throwing the weight of the furrow upon the wheels, and with the frame of the machine as light as is compatible with sufficient strength. This plow has already attained great popularity, and has an enormous sale. They also sell the "Deere" rotary drop corn planters—the pioneer in successful rotary drops, and still unequalled, the "Deere" and "Moline" stalk cutters, and the "Hoosier" drills; all of which have proven the superiority of their merits by the test of use. Beside the "John Deere" line of farming implements, Deere, Mansur & Co., do a very large business in farm and spring wagons, platform and spring trucks, carriages, carts, track sulkies, buckboards, mountain wagons, jump seats, etc.; in which their stock is very large and complete, and without a competitor anywhere in the Southwest. The firm controls the sale of the "Mitchell" and "Old Hickory" farm and freight wagons in the entire Southwest. In hay machinery their line is complete, and selected from the best known and most valuable of the inventions in this department. Without further enumeration, which would trench too much on space, it may be said in brief, that the stock of this great house is enormous as to size, and complete as to assortment. They occupy two large and commodious warehouses, on Santa Fe street and Eleventh streets, with side tracks owned by the firm, having a capacity of twelve cars at one time. They employ a force of thirty experienced men, and are represented by four travelers. During the season of 1887, the firm has noted a gratifying increase in the volume of its sales. The great popularity and high reputation of this house is due not only to the acknowledged superiority of its goods, but also to the systematic correctness of its methods, the spirit of fairness and liberality which pervades its dealings, and its prompt attention to business.

Ash Grove White Lime Association.—C. W. Goetz, President; W. B. Hill, Vice-President and General Manager; J. H. Barton, Secretary and Superintendent; Works at Ash Grove and Everton, Mo.; Principal Office and Depot, Northwest Corner of Missouri and Grand Avenues, Kansas City.—This important western enterprise had its inception in 1881, at Ash Grove, Mo., and was duly incorporated in 1882 with the above-named officers appointed to conduct the affairs of the association. The purposes and business of this organization are the manufacture of the justly celebrated Ash Grove lime, and dealing at wholesale in foreign



and domestic cements, Michigan, New York, Iowa and dental plasters, washed and standard hair, white sand, masons' materials of every description, fire brick, fire clay, sewer pipe, etc. The company are also special western agents for Louisville cement, which is the standard cement of the United States, and is justly entitled to the highest merits claimed for it. This company owns and operates a completely equipped modern plant at Ash Grove, Mo., together with sixty acres of superior lime stone quarry that assays 99 16-100 per cent. carbonate of lime and is unequaled in quality of its product by any other limestone in the country. Works are also located at Everton, Mo., which have a capacity of one-fourth that of the Ash Grove plant. The combined facilities of these works afford an output capacity of 1,200 barrels per diem, and the company contemplates enlarging their means the coming season so as to obtain a full capacity of 2,000 barrels of lime daily, quite equal to any similar industry in the United States. Kansas City's advantages as a distributing center for the great West, induced this enterprising company to locate headquarters here and a trade has been legitimately secured that reaches west to the Pacific Coast, south to Texas, north to Iowa and Nebraska and eastward is barely limited by the Mississippi river. Ash Grove is located on the Fort Scott & Gulf Railway, 180 miles from Kansas City, and as this great trunk line is the most important trade artery southward, its generous patronage is readily availed of by this company, as well as other leading industries of the Southwest. Mr. C. W. Goetz, the President, is of the firm of Goetz & Cobb, well known lime and cement dealers of St. Louis. He is a gentleman of sterling business qualifications, and rare commercial integrity, and recognized as such both at home and abroad. Mr. W. B. Hill, the genial Vice-President and General Manager, is a practical business man, eminently fitted for the responsibilities of his high position. Many new processes for lime burning have been introduced by this company, which enable them to place their product upon the market free from the usual imperfections. These methods insure the proper degree of burning, thereby avoiding the destruction of the cementing qualities of the lime. Mr. J. H. Barton, the efficient Secretary, is the right man in the right place, and for practical business sagacity and gentlemanly demeanor has few equals in the West.

J. T. Caples Hardware Company.—Hardware, Stoves, House Furnishing Goods, Tin and Metal Work a Specialty; 1737 Grand Avenue.—This business was established on September 1st, 1887, by the present enterprising partners, Messrs. J. T. Caples, J. C. Bledsoe, and J. E. Caples, and the trade of the house is already most gratifying, the quality of their stoves, house furnishings and hardware, and the prices at which they are sold, having taken the market by storm, while their tin and metal work is superior to anything previously seen in Kansas City or the West. The business occupies the basement and first floor of a building 50 x 115 feet, and eight clerks and salesmen are employed behind its counters. Mr. J. T. Caples has been in Kansas City since 1878, and was formerly with C. W. Fairman, and also with Weis & Ridge of this city, and is thoroughly posted in all the details of the business. Mr. Bledsoe was a well-known stock man of Lafayette County, Mo. before entering this business, and has been a year in the city. Mr. J. E. Caples has been here since 1878 and was formerly a traveling salesman in the hardware business. Both he and Mr. J. T. Caples are natives of Ohio and are active and enterprising business men. The specialty of this house is the justly celebrated Abram Cox furnaces, known by the trade names of "Novelty" and "Splendid Novelty," and as the names indicate, they are novelties in their way, possessing the splendid qualities claimed for satisfactory service, simplicity and economy.

Richardson & Heins.—Proprietors of the Star Planing Mill and Manufacturers of Sash, Doors and Blinds; Southwest Corner of Twenty-third Street and Broadway.—This important industrial enterprise was established in 1877, by Mr. A. Richardson, but in 1878 he associated Mr. Henry Heins with him in the business, under the above name and style. Their factory is a two-story brick, 100 x 120 feet in dimensions, and is fixed up with all the best and most modern machinery for the manufacture of lumber, and sash, doors, blinds, etc.; the power being supplied by a seventy-five horse-power engine. They have a large lumber yard in which they carry a full and selected stock of lumber for their own use, and also a dry kiln for drying their lumber preparatory to using it in their manufactured

goods. This is an important adjunct to their business, as it enables them to keep a large stock of well dried and seasoned lumber on hand, and guarantees to their customers that the sash, doors, etc. supplied by them, will keep their size, shape and place and not shrink away or warp up. They employ fifty hands and their pay-roll foots up \$700.00 per week, while their business amounts to over \$100,000 annually, and extends over the city, Kansas, Missouri, and other points. The firm is highly spoken of everywhere and enjoys the reputation of being one of the most reliable and honorable houses in the city, while for the quantity and quality of work done, it is undoubtedly the leading concern in its line in the place. Mr. Richardson has been in Kansas City for twelve years, and came from St. Louis, where he was formerly engaged in this business, as he was also in Kansas for a time. He is a native of Massachusetts and is a live enterprising business man. Mr. Heins is a native of Germany and was formerly a skillful carpenter. He came to America a long time ago and has been in Kansas City for twenty years. His practical knowledge of the details of the business are a further guarantee of the excellent work done in this factory.

Baker & Lapsley:—Fire Insurance, Real Estate and Loans; Rooms 1 and 2 Baird Building, Corner of Sixth and Wyandotte Streets.—The members of this firm are Messrs. Chas. W. Baker and Geo. H. Lapsley. They give a great deal of attention to fire insurance in the city and vicinity, and are agents for the Imperial, of London, Eng.; the German-American, of New York; the Etna, of Hartford; the Merchants, of Newark, N. J., and the Providence-Washington, of Providence, R. I. Mr. Baker has been here two years and has had charge of this agency for about one year. This agency was formerly known as the Williamson agency and dates its history back nearly twenty years. Mr. Baker represented all these companies for about twenty years in Mexico, Mo. Mr. Lapsley has been actively engaged in business in Kansas City fourteen years, and was formerly of the firm of J. A. Cooper & Co., latterly succeeded by Patterson, Bell & Co., wholesale dealers in boots and shoes, of which firm he was a member up to the time of their dissolution. He has been two years in the insurance business. Messrs. Baker and Lapsley also do an extensive real estate trade. They have valuable blocks of improved and unimproved city property at their disposal, suitable both for business and residences, as well a large list of farm property. Mr. Baker has also a large amount of property at his old home at Mexico, Mo. They also negotiate loans on property in Kansas and Missouri and invest Eastern capital. They can give the very best of references as to ability and responsibility.

Rogers, Binnian & Co.—Wholesale Lumber Office, corner of Ninth Street and Broadway; Headquarters, Peoria, Ill.—The partners in this enterprise are Messrs. Jas. A. Rogers, W. H. Binnian and T. H. Rogers, who is manager of the Kansas City branch. The yards and headquarters of this company are at Peoria, Ill., and their lumber is all sawed in the Northern forests, and shipped to consuming points all over the country. Kansas City, however, with her immense building operations, called for more than ordinary attention from so large a lumber firm, and they established a branch office here under the efficient management of Mr. T. H. Rogers, and the business has been highly satisfactory from the first. The parent firm has been in existence for thirty years, and the Kansas City branch for two years. They make specialties of white and yellow pine lumber and the Kansas City office has a large and profitable trade with retail dealers all over Missouri, Kansas and Nebraska, besides supplying immense quantities to the trade in the city. Messrs. Jas. A. Rogers and W. H. Binnian are residents of Peoria, Ill., and are celebrated all over the country as the owners of one of the most important lumber industries in the Union. Mr. T. H. Rogers, the manager of the Kansas City branch, has a high reputation among business men, both for his superior business abilities and his honorable business methods and practices.

Bloss & Smith—Art Stained Glass for Churches, Halls, Public Buildings, Dwellings, etc.; 1306 Main Street.—The partners in this prosperous enterprise are Messrs. A. H. Bloss and A. M. Smith, who established the business in March, 1887. They make a specialty of the finest first-class work in art stained glass for churches, halls, public buildings, dwellings, etc., and special water color designs are furnished upon application. All the work done by this house displays

designs as rich and beautiful and workmanship as fine and artistic as is to be seen in any city on the continent, a specialty being made of jeweled mosaics for house decoration. Their factory is a building 25x75, in which they employ six of the most skilful mechanics, under the supervision of Mr. A. M. Smith, who is himself one of the finest workmen in this line to be found in the United States. Their trade is already large, owing to the great popularity of their work, and extends over Missouri and Kansas, besides a fine city business. Mr. Bloss is a resident of Worcester, Mass., where he is proprietor of the Island House. Mr. A. M. Smith has full charge and management of the business and it could not possibly be in better or abler hands, for he has large business abilities in addition to being an expert in every department of the stained glass art, which he mastered thoroughly in Cleveland. He is a native of Ohio and has been two years in Kansas City.

Kansas City Branch of The Birdsell Manufacturing Co.—South Bend, Indiana; Manufacturers of Clover Hullers, Carriages and Wagons; 1416 and 1418 West Eleventh Street:—The fame of the Birdsell Manufacturing Co. has become world wide, and its products reach almost every portion of the civilized world. This mammoth enterprise, involving a capital stock of a quarter of a million of dollars, is situated at South Bend, Ind., the largest manufacturing city of its size in the Union. It was incorporated in 1870, with the following officers: J. C. Birdsell, President; J. C. Birdsell, Jr., Secretary; and J. B. Birdsell, Treasurer. The Kansas City branch was not established until 1885, when Mr. T. D. Fleming, a native of South Bend, Indiana, removed to this city, and in the name of the company organized this house, which from its importance, claims special mention among the city's prominent industries. The building used as a repository for the manufacturers of the parent house, is located at 1416 and 1418 West Eleventh street, and consists of a fine five-story brick structure with basement, 60x110 feet in dimensions, of which the capacity of two and one-half floors, or 16,500 square feet of floor space, is available to the company. The establishment is fully equipped with every facility for the prosecution of its business, including a convenient side track from one of the prominent trunk lines passing the rear of the premises, thus providing a ready means for the receipt and shipment of goods. A competent force of persons of which three are commercial travelers, is employed by this branch, whose trade is principally throughout the States of Kansas and Missouri, and steadily advancing into other territory, while the annual volume of business exceeds one hundred thousand dollars. The specialties of the house are, clover hullers, carriages and wagons, the former of which have gained for the home enterprise wide fame, and great credit is due Mr. Fleming for the masterly management of the company's affairs in this city.

The Land Title Guarantee Company.—Samuel M. Jarvis, President; Geo. W. McCrary, Vice-President; Jefferson Brumback, Counsel; Theo. S. Case, Secretary and Treasurer; J. A. Painter, Superintendent of Abstracts; Office, 706 Wyandotte Street.—This concern was incorporated in the spring of 1887, with a capital of \$250,000, and from twenty-five to fifty men are employed in its offices. The business is, at present, entirely in Jackson County titles. They give no abstracts, but furnish a certificate guaranteeing that the title, as furnished by them, is absolutely correct. The value and importance of a land title company, in Kansas City, where land transfers are so numerous and the amounts involved so large, cannot be over estimated. This company is worthy of the most liberal patronage that a land dealing public can give them. Their examinations of titles are made by experts and revised by the best legal talent, and they furnish titles within from two to ten days, while their charges are not greater than those ordinarily paid. Litigation over defective titles will decrease in the proportion that their business increases.

W. A. Stiles & Co.—General Railway Contractors; Room 15, Commonwealth Building, 319 West Ninth Street.—This important industrial enterprise is one of the characteristic features of the grand progress in the development of our Western railroad systems. This enterprising firm was organized and established in 1885. The individual members are Messrs. W. A. Stiles, V. H. Stiles, and G. E. Stiles, and their business consists in railroad construction in all its phases, making a specialty of supplying railroad ties and piling. An ample force of experienced

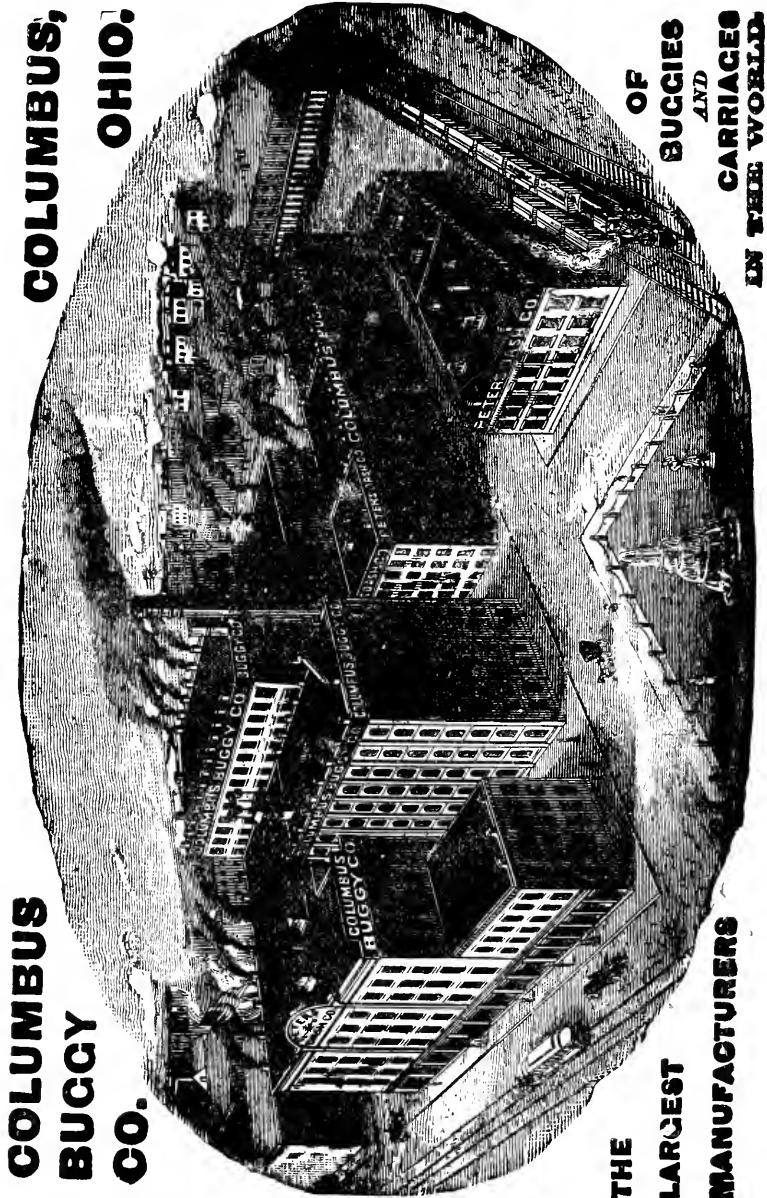
workmen and mechanics are employed and the greatest care is exercised in the execution of all contracts undertaken by the firm. For experience, sound judgment and honorable business methods, this firm have not a superior in the United States. They are possessed of every modern machine and appliance used in railroad construction, besides many new methods of operating which have been adapted in expediting and perfecting their work, the result of long years of experience and careful observation. Mr. W. A. Stiles, the senior of the firm, is a resident of Washington, Ia. He has made railroad work a life-long occupation, and is considered an adept in his line by all who know him, and their name is legion. His associates in business, Messrs. V. H. and G. E. Stiles, are residents of Kansas City and are also highly efficient in this work, which requires more than ordinary skill and energy in its execution. On the whole, a more painstaking and reliable concern does not exist in America than the one now under special notice. Their business has prospered to a degree highly encouraging to themselves and to the entire satisfaction of those that have engaged their valuable services. Their field of operation extends all through the States of Missouri, Kansas, and Arkansas, and the volume of their business is steadily on the increase.

Kaw Valley Lumber Company.—P. C. Atkinson, Manager; Wholesale Dealers in Railroad Lumber; Southeast Corner of Ninth Street and Broadway.—This important Western enterprise was founded January 1st, 1887. The lumber and material handled by this company consists of Mississippi long leaf yellow pine car sills, white and yellow pine, oak and cypress piling, cedar and oak posts, oak ties and bridge timbers; a specialty being made of long timbers for culvert and bridges. Bills of timber are sawed to order with care and dispatch; the utmost attention being paid to accuracy in measurements and prompt delivery of orders, and a stock of oak piling is constantly on hand for prompt shipment. The trade of this concern embraces the Western States and all railroads centering in Kansas City. Supplying railroad lumber material to railroad contractors is another special feature of this business for which the firm have unsurpassed facilities. Mr. P. C. Atkinson, the efficient and popular manager of this enterprising concern, has been a resident of this city for upward of nine years. He is thoroughly conversant with every detail of the railroad lumber business, and is a clear headed, practical business man, who spares no pains or expense in meeting the growing demands upon the business under his direction, in providing all necessary supplies for furthering the interests of railroad constructions. The annual trade of this firm amounts to \$250,000, and is experiencing a steady and healthy growth in the volume of business, by reason of that care and sound judgment that has always characterized its management since the inception of the enterprise.

J. A. McCoy.—Real Estate; Room 11, No. 111 West Ninth Street.—This business was established by Mr. McCoy in 1885, and has been highly satisfactory and steadily increasing since the day of commencement. He does a large trade in exchanging all kinds of city property for farm land, stock ranches and merchandise, does a fine commission business in improved and unimproved inside city property, and also in popular suburban additions, and his trade is spread out over both Kansas and Missouri. Mr. McCoy is a native of Ohio, but has lived in Kansas since 1859, and in this city since 1883. He was formerly engaged in the hotel business, but left it for the more lucrative one of real estate in Kansas City. He is a thorough and highly responsible business man, and stands well in commercial circles.

Kansas City Roofing Company.—Manufacturers of Felt and Gravel Roofing; Kansas City Office, Room 32 Schutte Building, Corner of Twelfth Street and Grand Avenue.—This thriving industry was established in 1879 by Marcus C. Gilchill, under whose management it remained until October, 1887, when it came into the hands of the present company and was placed under the efficient management of Mr. Alex. Walsh. The company's warehouse is located on the corner of Twenty fourth and Penn streets, and they employ a number of hands in the construction of felt and gravel roofs. They have a large and profitable trade through the entire States of Missouri and Kansas, and their work is very highly spoken of wherever seen. Mr. Walsh is a practical man himself, besides being an able and energetic business man, and was formerly with the parent company in St. Louis before coming to Kansas City to take charge of this important industry.

Columbus Buggy Company.—George M. Peters; C. D. Firestone; O. G. Peters; Manufacturers of Buggies; Headquarters, Columbus, O.; A. Zartman,



Manager of Kansas City Branch, 806 Walnut Street.—This branch was established in 1882 under the management of the present able and successful head, and its business has grown to the healthy proportions of \$400,000 per annum. This

branch employs ten men in its warerooms and keeps two travelers on the road. They make a specialty of the Brewster cross springs side bar buggy, and have an extensive and profitable trade throughout Missouri, Kansas, Nebraska, Texas, New Mexico and Colorado which has been worked up by the Kansas City branch and is supplied by it. The business in this city requires a building 48x115, and three stories and basement of these dimensions are occupied. This company holds the enviable position of being the first buggy manufacturers of the country. The minutest details in their vehicles are looked after most carefully and critically, and points that are usually passed over as unimportant are made subjects of special attention by them, and every part of every vehicle is so well and perfectly made by the most skilled workmen and the most perfected machinery that their buggies approach as nearly as is possible to the standard of perfection in vehicles of this class. Their gearing is all of selected, second-growth hickory, the wheels strictly grade "A" and of their own making, the axles genuine steel and the springs oil tempered and warranted. They use heavy, rolled steel, instead of the usual iron on their shafts, and use more and heavier bolts in their shafts than any factory in the country. Their axle boxes are all ground to a perfect fit and cannot rattle. They make all kinds of buggies, phætons and speeding wagons, and make them as perfectly as they can be made out of the best materials the earth supplies. Mr. Zartman is a practical man, fully alive to the wants of the country and the interests of his trade, and is using his energy well in the wide field of country open to his trade. He is interested in a real estate syndicate here, and has a half interest in a flourishing boot and shoe business in Columbus, O.

W. N. Nicholson.—Real Estate, Loans and Exchange; Room 200, Journal Building, Corner of Tenth and Walnut Streets.—The real estate business in Kansas City has been so profitable of late years that new blood is constantly flowing into the arteries of the trade, and many new houses are constantly springing up. But, as is always the case, many of these are built upon sand and not upon good, valuable corner lots and do not stand long. On the other hand some active far-seeing business men come into the trade and they stay and make money. Mr. Nicholson is a typical man of this class, and though he opened his office only three months ago, there are many old houses in the business that can not boast as much trade. He makes specialties of farms, stock ranches, merchandise, etc., both buying and selling and making exchanges for customers; and those living outside of the city wishing to either dispose of their property or invest in real estate, should communicate with Mr. Nicholson. He has resided in Kansas City since August, 1887, and formerly lived in Ottawa, Kas., where he was engaged in the real estate business.

Arkansas and Texas Lumber Company.—Wholesale Yellow Pine Lumber; Southeast Corner of Ninth Street and Broadway.—The partners in this company are Messrs. W. L. & B. Whitaker, C. M. Putnam and T. H. Garrett, and the business was established by them in March, 1887. One of the great wants of Kansas City has been lumber to feed the enormous consumption of this material by the extensive building operations continually going on, and no line of business is, therefore, more worthy to be represented in the "Industries of Kansas City," than this one, which has been a prominent factor in her growth. The Arkansas and Texas Lumber Co., is one of the most important lumber concerns in the city and ships large quantities of that material into the city as well as to points all over Missouri, Kansas and Nebraska. They handle both the long and short leaf yellow pine and have branch offices at St. Louis, Mo.; Texarkana, Texas, and Omaha, Nebraska. Messrs. W. L. & B. Whitaker and T. H. Garrett are residents of Texarkana, Texas. Mr. C. M. Putnam is a resident of this city and has charge of the business here and is one of the best business men in the entire city. The company has a high reputation in commercial circles and with business men generally.

Kansas City Milling Company.—Manufacturers of High Grades of Flour on Full Roller System; Corner of Twenty-Fourth Street and Broadway.—This important manufacturing enterprise was established in 1881, and incorporated in 1884 with a capital stock of \$80,000, and with G. L. Brinkman, President; Joseph Miles, Vice-President; C. H. Spilman, Secretary and Treasurer. The company's mill is a four-story structure, 55x70 feet, with basement, and is fitted up with all the most improved and modern machinery used in the production of the celebrated

roller system flour. It has a capacity of 650 barrels per day, and gives employment to twenty-five hands, whose wages amount to \$1,000 per month, but the company does the enormous business of half a million dollars annually. They ship their celebrated brand of flour, the Imperial Fancy Patent, manufactured from the finest selected wheat, to points all over Missouri, Kansas, Iowa, Nebraska, Tennessee, Mississippi, Louisiana, Illinois and Texas, and have a high reputation and a big sale for all their high grade of flours. Mr. G. L. Brinkman, the President, has lived in Kansas City for six years, and is interested in the grain and lumber business of Brinkman Bros. of Larned, Kas.; also in the business of Brinkman Bros. & Gwinn, grain and lumber, Great Bend, Kas.; and in Brinkman Bros. & Brown, grain and lumber, of St. John, Kas. He is a widely known and highly esteemed business man whose peer is not easily found. Mr. Joseph Mills, the Vice-President, is a native of Illinois, and has resided in Kansas City for six years. He has been in the milling business for the past eighteen years, and is a thorough and practical business man. Mr. C. H. Spilman, the Secretary and Treasurer, has lived three years in this city, and was formerly in the flour business in Chicago. He is a native of Boston, and is a clear headed business man and an able correspondent and financier.

A. B. Strowger.—*Undertaking and Embalming; 615 Wyandotte Street.*—This industry is one of the requisites of civilization, and under its benign influence has become a most scientific and important art. The present enterprise was established in 1883, by H. W. Hallet & Co., but was changed to its present firm-name, with A. B. Strowger and Alice M. Strowger as members, in 1886. It has been favored with a satisfactory patronage from its incipiency, and by reason of the correct methods employed in all its transactions, the intimate knowledge of the most intricate details of the business, with which each member of the firm is endowed, and the prompt and thorough manner with which all orders are attended to, this establishment has obtained a reputation which gives assurance of its future success. It makes embalming a specialty, is possessed of all the most improved appliances, and enjoys all the facilities for the successful accomplishment of this most intricate branch of the business. Each member of the firm give their individual attention to all work of this nature entrusted to them, and, with years of experience and active operation, are enabled to give entire satisfaction. They have been residents of Kansas City for a number of years, and have obtained a high standard in social and business circles. Mr. Strowger is a native of Rochester, N. Y., where he was for many years engaged in undertaking. In 1881 he moved to Topeka Kan., where he was engaged in the same avocation up to the time of coming to Kansas City, in 1886. Mr. Strowger is also principal of the Kansas City School of Embalming, which is the only institution of its kind west of Chicago, and where the latest methods are taught.

Charles Matt & Co.—*Real Estate and Mining Brokers; Office 118 West Sixth Street.*—This firm consists of Charles Matt and O. B. Steen, and was established in January, 1886, although Mr. Matt was in the business, by himself, for a year previously. They have a branch office in Tucson, Ariz., and correspondents in all Eastern cities. Their sales during 1887 aggregated \$2,345.725. They have a full list of inside business and residence property, and they also handle mines and mining stocks. Their business also includes brokerage and buying and selling bank stocks. Mr. Matt is from Chicago and Mr. Steen from Louisville. Though they have not been long in this city, no men in their business are better or more favorably known than Charles Matt & Co.

Kansas City and Southern Lumber Company.—D. H. Smith, President; A. H. Mann, Secretary; A. S. Fernald, Treasurer and Superintendent; E. E. Fernald, Manager of Kansas City Yard; Manufacturers of Cypress Lumber and Shingles and All Grades of Oak Lumber, and Dealers in Railroad Ties and Piling; Office, 4 Willard Block, Corner of Ninth Street and Broadway.—This company began business at Sedgwick, Ark., in 1882, and were incorporated in the same year, with a capital stock of \$40,000. In 1884 they opened up their business in Kansas City, and at once took the lead in the lumber business in their line at this place. They have saw mills at Sedgwick, Ark., fitted up with the best and most modern machinery, and furnishing employment to 150 men. Their yard, in this

city, is at 1927 Main street, where a number of hands are employed, and a large stock of the most excellent quality of cypress and oak lumber is constantly kept. Besides supplying millions of feet of lumber to the rapidly growing city, they ship great quantities all through the States of Kansas, Missouri, Nebraska, and Arkansas. They make specialties of hardwood and cypress lumber, and also deal largely in railroad cross-ties and piling. Mr. E. A. Phillip, one of the original incorporators and President of this company for four years, has been a resident of Kansas City for twenty years. He is a native of Ohio, and was formerly in the agricultural business. He is at present engaged in the railroad tie business by himself. Mr. A. S. Fernald has been in this city for four years. He is a native of New York, and was formerly engaged in the lumber business at Sedalia, Mo. Mr. E. E. Fernald, brother of the Treasurer, is manager of the company's yards at 1927 Main street. He has also been here for four years, and was previously engaged with his brother in the lumber business at Sedalia, Mo.

Hodgson & Son.—Architects; Rooms 404, 405 and 406 Rialto Building, Corner of Ninth Street and Grand Avenue.—Kansas City, with her vast building operations, has attracted able architects as well as strong business men in every line of trade, but no more distinguished representatives of the grand art of architecture have been drawn to this vigorous metropolis than the gentlemen whose names head this article, Mr. J. Hodgson and his son, W. G. Hodgson, who opened their offices in the Rialto Building in August, 1887. It is sufficient to say of them that they have planned and erected buildings in different large cities in the Union, ranging in value from three thousand up to millions of dollars, and that their reputation as architects is such that it is not necessary to specify particular buildings or works that they have constructed. They are now busy preparing plans for next summer's work for builders at points through Missouri and Kansas as well as in the city, and are destined to take a front place in the ranks of Western architects, at once. Mr. J. Hodgson is a native of England and has resided four months in Kansas City. He came to America a young man, and settled in New York. He received a fine English education and has been an architect all his life. Mr. W. G. Hodgson has been in Kansas City since August, 1887, and is a native of Indiana. The family is highly gifted with talents for architecture, and two other sons have charge of outside offices, Mr. E. J. Hodgson managing one in St. Paul, and J. Hodgson, Jr., one in Omaha and Minneapolis.

W. T. Johnston.—Real Estate; Room 10, Times Building, Corner of Ninth and Main Streets.—Among the most successful and enterprising real estate dealers of this city is Mr. W. T. Johnston. He is a native of Ireland, but emigrated to America as early as 1879, and first settled in New York City where he clerked for the famous house of Lord & Taylor until 1885, when he came to Kansas City, and was for a time connected with a reliable real estate house, whose record of honorable dealing dated back to 1880. On June 1st, 1887, Mr. Johnston withdrew and is now conducting business on his own account. Within the last four months the sales executed by this gentleman have amounted to over \$200,000, and it is a well known fact that his many transactions have universally met with the most satisfactory results, and a decided success has resulted from his well directed efforts in the management of his affairs.

V. K. Sammons.—Manufacturer of Lounges, Spring Beds, Mattresses, Cots and Excelsior; Factory, 1306 and 1308 West Eighth Street; Office, 919 Walnut Street.—This establishment, the largest of its kind in the city, was founded in 1878, by V. K. Sammons. A capital stock of \$50,000 is involved in the enterprise. A plant consisting of several commodious buildings contains the machinery, etc., used in the various departments of the industry. The main building is 50 x 100 in dimensions and four stories in height, with an engine and machinery room 50 x 100 feet, and a spacious lumber yard 75 x 200 feet. The premises are fully equipped with every kind of machinery and appliance known to the art. In the various departments of the establishment the combined services of fifty-five persons are called into requisition, with a pay-roll of \$600 per week, and an annual volume of business amounting to \$150,000, which could be increased an additional \$50,000, by running to the full capacity. A large local trade extending outward into the States of Kansas and Missouri, constitute at present its business territory, but the

character of the manufactured goods, and the upright transactions of the house are daily increasing its patronage. The principal manufactures of this establishment are excelsior and woven-wire mattresses, of which a great variety is produced. Mr. V. K. Sammons is a native of New York, but more recently was connected with a Chicago house for five years, and he has resided in Kansas City nine years. He is an enterprising business man, and his line of industry is one of the useful as well as ornamental kinds. The manufactures include everything in the line of mattresses, lounges, couches, etc.

Schrage & Nichols.—Architects and Superintendents; Room 2, Bayard Building, 1214 Main Street.—Messrs. William F. Schrage and E. C. Nichols, composing this firm, are both thoroughly practical and experienced architects, and each had been engaged in the practice of the profession for a number of years prior to 1887, when they associated themselves together in their present firm. The augmented activity of building in Kansas City and its suburbs affords a favorable field for their skill and knowledge, and the excellent reputation which each member had acquired gave prestige to the firm, and they are enjoying a large and prosperous business. They have designed and superintended a number of public buildings, stores and residences, not only in Kansas City, but also at various other points in Kansas and Missouri, and the structures planned and erected by them combine artistic beauty with a perfect adaptation to the uses to which they are designed in a manner that entitles them to the reputation they enjoy as skillful and conscientious representatives of their exalted art. This reputation, fairly earned, has secured for them a steady increase in their business from the formation of their firm to the present time, and the close and accurate attention paid to every detail of construction, and reliability in every respect, places them among the leading firms in this line in the Southwest.

F. M. Deardorff.—Lumber, Lath and Shingles, Doors, Sash and Blinds; Yards: Southeast corner of Eighteenth and Holmes Streets.—Among the leading retail lumber dealers of Kansas City Mr. F. M. Deardorff stands conspicuous for the extent of his business, special facilities and honorable methods. The business, which had been established by Mr. L. Deardorff, father of the present proprietor, at the corner of Eleventh and Main streets, early in the history of the city, was assumed by the latter in 1884, since which time it has increased in volume nearly three-fold. Mr. Deardorff's premises are well located at the corner of Eighteenth and Holmes streets, and cover half a block in area. The stock comprises the various grades of white and yellow pine, poplar, California redwood, lath, shingles, sash, doors, blinds and mouldings, of which full lines are always on hand. The subject of this sketch was born and educated in Kansas City, where he has always resided. His standing in commercial circles is of the highest order, and his connections in the lumber trade are superior in every respect. The very healthy growth of his business in the past three years is due to his apt qualifications and the close personal attention given to its details.

C. F. Madison & Co.,—Real Estate and Loans; 929 Main Street, Central Bank Building; Charles F. Madison, Gerritt Madison, Branch of C. F. Madison & Co., Brokers and Dealers in Investment Securities, 43 Exchange Place, New York City.—The reputation for financial good Judgment, and successful handling of properties, has since its establishment here, brought this firm a very large business, and they stand second to none in point of reputation, and the value of business they handle. A large portion of their business consists of loaning money for Eastern capitalists, these gentlemen confining themselves to strictly first-class loans only on improved property security; their conservative business methods and thorough Eastern business education and experience, inspiring confidence with all their correspondents and clientage.

William Weston.—Manufacturers' Agent for Louisville, Argentine, Fort Scott and Manhattan Hydraulic Cements, and the Celebrated Ash Grove White Lime, and Dealer in Standard Brands of Other White Lime, Cements, Plaster, Hair, White Sand, Sewer Pipe, Fire Brick, Fire Clay, etc.; Office, Northwest Corner of Missouri and Grand Avenues.—This industrial enterprise was established in 1866 by Mr. Weston, and is one of the largest of the kind in the city. He employs from

twenty to thirty hands, and does an extensive trade both in the city and the neighboring States of Missouri and Kansas. His manufacturing works are located on Pacific street, between Lydia avenue and Highland street. The warehouse, which is 100x250 feet in dimensions, is on the corner of Twelfth and Freight streets. The celebrated Ash Grove white lime is manufactured at Ash Grove, Mo. His own manufacture of lime is designed for laying stone and the purifying and manufacture of gas, and it is largely in demand. Mr. Weston has been a resident of Kansas City since 1886, though he has been in Missouri since 1858. He is a native of Pennsylvania, and is a thorough business man, and stands high in commercial circles of Kansas City.

James F. McAdow.—Mahogany, Cocobola and other Hard Wood Mantels, Yard and House Ornaments, Etc.; 1308 and 1310 Grand Avenue.—This prominent

enterprise is interesting and city, and is the lishment of its United States. was inaugurate the enterpris highly prosper inception. The and tiles, and a seen in many of houses in the the Nelson the West, were dining-room bridal cham in the halls of room in this piece of tile- es comprise he carries a full and tiling, that surpass for qual business of fifteen to eight while such is its trade extends over Missouri, Kansas, New Mexico, Colorado, Nebraska and other points. Mr. McAdow has resided in Kansas City for twenty-two years. He hails from Chillicothe, Ohio, of which State he is a native and was a resident for thirty years. He is a man of unusual intelligence, and in business is quick and energetic, and stands high in commercial circles.



ing proprietor, Mr. McAdow, ous and steadily increasing house makes a specialty of great deal of its admirable the finest blocks, residences city. All the tile-work, mantels building, which is the finest supplied by Mr. McAdow, also and all the fine tile-work in bers, and the beautiful Italian the Coates House. The floor hostelry is pronounced the work in the West. Mr. Mc three floors of a building 50x and complete stock of elegant neither Chicago, New York city, beauty or utility. The from \$75,000 to \$80,000 annu teen hands are employed in the popularity of the estab

one of the most attractive in the largest estab kind in the The business ed in 1867, by and has been ever since its mantels, grates work is to be a n d public and grates in office block in the floor of the the parlors and marble floors of the dining- handsomest Adow's premis 110 feet, where mantels, grates nor Boston can house does a ally, and from its warerooms, lishment that

M. R. King & Co.—(M. R. King, Attorney at Law; Ira S. Coover, Notary Public; Brokers; Room 17, Sherdley Building, Kansas City, Mo.—This firm deal in first-class commercial paper, bonds, stocks, State, county and city warrants and similar high grade securities, and make a specialty of negotiating first mortgages on improved Kansas City property. They conduct a strictly legitimate, conservative business on a substantial basis, and in acting as financial agents for others they have been eminently successful. Both of the gentlemen were formerly connected with the Lombard Investment Company, of Boston, Mass., and Kansas City, and are well informed regarding values and fully competent to satisfactorily handle all funds entrusted to their care. Their specialty is first mortgage, guaranteed paper on improved Kansas City property with insurance as collateral. They also handle paper on unimproved property, which nets investors large margins. Rates range from 6 to 12 per cent per year. They guarantee 6 and 7 per cent. loans. They have for sale school bonds, water-works bonds, county and township bonds and bank stocks of the various towns and cities tributary to Kansas City. Prices are quoted and information cheerfully furnished on all such securities. They also handle the special city tax bills of the City of Kansas, heretofore a favored and safe investment, and justly so. They have recently opened up in various Kansas,

Nebraska and Missouri towns agencies for the buying of tax titles to land. One man travels continually attending to the buying and securing of such titles, and it is a safe and desirable investment. Large profits are realized. They usually interest with them outside parties, and as a guarantee of their faith in the securities they always furnish at least one-half of the capital required to successfully conduct such an enterprise. They aim to make themselves useful to parties making special investments, and who desire special attention being paid to investments after being made. To that end, they hold themselves responsible for all their transactions, and in their experience they are confident that they can serve parties to their individual interests better, and offer to investors larger margins, than companies usually offer, by retaining a smaller margin of profits to themselves. They personally supervise all interests entrusted to their care, and take care of all interests accruing from time to time by remittances with New York exchange, free of cost to investors. Mr. J. H. Jordan, associated with them, has charge of their real estate and rental department, and pays taxes, collects rents, furnishes estimates, sells and exchanges all property entrusted to their care. In conclusion, they offer as references: First National Bank, Kansas City, Mo.; First National Bank, Kansas City, Kas.; Union National Bank, of Kansas City, Mo.; Kansas City Savings Bank; C. F. Harrington, of Albert Thompson & Co., 39 South street, Boston, Mass.; Rollin M. Morgan, attorney, of Hoes & Morgan, 69 Wall street, New York. Correspondence is solicited and all information relative to Kansas City and vicinity cheerfully given.

E. P. Cowen Lumber Company.—E. P. Cowen, President; C. F. Collins, Vice-President; F. C. Brewer, Secretary and Manager; Wholesale Manufacturers of Lumber; Corner of Twenty-third Street and Broadway.—This prominent industry was established in 1884 by Elliott & Co., but changed and incorporated with a capital stock of \$100,000 in the spring of 1886 as the Yellow Pine Lumber Co., and to the present name in January, 1888. The company has mills in Texas which turn out 125,000 feet of lumber per day. They are situated in the long-leaf yellow pine district where their lumber is manufactured and which gives employment to a large number of hands. Their yards in this city comprise four acres of ground and twenty men are employed in them, while their lumber is shipped to points all over Missouri, Kansas, Nebraska, Colorado, Iowa, Indian Territory and to other points. The lumber produced by this company is pronounced to be of exceedingly fine quality, and to be highly popular on the market, and the reputation of the house for honorable business methods is high. Mr. E. P. Cowen, the President, is a resident of St. Louis, Mo., where he is engaged as wood and tie contractor for the entire Missouri Pacific Railway system. He is a native of Massachusetts, and is one of the finest and most highly esteemed business men in the West. Mr. F. C. Brewer, Secretary and Manager, has been a resident of Kansas City since December, 1887, and was formerly with S. A. Brown & Co., of Chicago, for eight years. He is a native of Ohio, and is a fine business man, correspondent and financier. Mr. Collins, the Vice-President, is a resident of St. Louis.

Nier and Byram.—Architects and Superintendents; 127 West Sixth Street.—The gentlemen whose names head this article are architects of the highest skill and honor, and whose references are not mere words but architectural structures that stand out before men's eyes and cause them to ask the name of the designers. A few of their works might be mentioned. They built the Court House at Fort Smith, Ark., the Third Presbyterian Church in West Kansas, the Reformed Church in Kansas City, the First Presbyterian Church of Independence, which is the finest in the place; also the Wilson Block at Independence, the finest there; the Kansas City Cable Railway Engine House in Kansas City; the handsome school house at Fort Smith, called the Bell Grove School, and which is considered a model of architectural design; also two school houses at Moberly, Mo., which are highly appreciated by the Directors and Trustees, who say Messrs. Nier & Byram are exceedingly careful, accommodating and painstaking architects. They are preparing plans for the United Presbyterian Church, to be built on Holmes street in this city, and have improved the Clyde Church in this city, furnished plans for and superintended the construction of the Keystone Iron Works building and many others. Mr. Nier was formerly in Detroit, Mich., where he was recognized as a superior architect. He has been an architect for forty years, twenty-two of which he spent in Detroit. He holds the highest testimonials for skill, conscientious

execution and honorable dealing from all those with whom he has had business transactions, and their name is legion. Mr. Byram was born in Detroit and graduated in Rensselaer Polytechnic Institute of Troy, N. Y. He has been an architect for four years and was in the United States service up to a short time ago and had charge of the engineering work on the Arkansas River, at Pine Bluff, before joining Mr. Nier. Their works speak for them and are their highest praise.

Roach & Welker Manufacturing Company.—Geo. H. Riner, Manager; Manufacturers, and Wholesale and Retail Dealers in Window Glass, Sash, Doors, Blinds, Mouldings, &c.; 1416 Walnut Street.—Kansas City's phenomenal growth invites every essential industry kindred to the building interests. The one now under consideration was established and duly incorporated January, 1885, with a capital stock of \$12,000, which has since been increased to \$18,000. The premises occupied are commodious, having a frontage at 1416 Walnut street of 25 feet by a depth of 110 feet, three stories in height and completely equipped with modern improved machinery and appliances, employing ten competent workmen. Another building of the same dimensions as this one is also utilized in the conduct of this business, and is located at 1610 Main street. This company's trade has rapidly increased since the inception of the enterprise and now extends all through Missouri and Kansas, amounting to upwards of \$100,000 annually, and with a decidedly favorable outlook for the future. The output capacity of this industry is equivalent to \$30,000 per month, if the demand of their trade should require it. Mr. Riner, the Manager, is a Virginian, has been a resident of Kansas City about five years, and was formerly engaged in the lumber business in Illinois. He is eminently qualified for the management of this business, owing to his wide experience in the lumber industry, and his reliable demeanor with the trade generally. The success of this important enterprise is due to consummate skill and the exercise of honorable methods in the conduct of the business.

W. H. Caffery.—Real Estate and Loans; Room 7, No. 8½ West Ninth Street.—This popular real estate office was opened by Mr. Caffery in October, 1886, and his public patronage has always been most gratifying, and his business highly satisfactory. He devotes considerable attention to inside business and residence property, but also makes a specialty of farm and acre lands. Among his recent deals in the latter might be mentioned his sale of 6,400 acres of land in Kansas for the round sum of \$80,000. This office has become the headquarters in Kansas City, for land and ranch property, and all those desirous of purchasing or trading for this kind of property, can be accommodated there, as Mr. Caffery has a large list extending over both Kansas and Missouri, as well as some select bargains in inside Kansas City property. Mr. Caffery is a native of Michigan, and has been a resident of Kansas City for nearly two years. He was formerly in the agricultural implement business, and is a man who would succeed in any line of trade.

G. M. White.—Wholesale Wall Paper, Window Shades, Room Mouldings, Weather Strips, Brushes, Paints, Varnishes, Glass, Etc.; 1200 and 1202 Main Street.—This large and prominent business was established in 1876, by the present enterprising proprietor. In 1882 the firm name was changed to G. M. White & Co., but in June, 1887, the other partner, Mr. H. G. Engels, died and the business was again conducted under the name of G. M. White. He makes a specialty of paints, oils, glass, wall paper, painting supplies, etc., carrying a full and complete stock of fine, first-class goods in all lines which make a fine display in the 36½ x 58 feet, two-story building, occupied by the business. He employs ten hands and does a large and highly satisfactory business which is spread over Missouri and Kansas as well as being extensive in the city. On the first of May this business will be removed to 1207 and 1209 Walnut street, where larger premises, which the trade of the house demands, will be occupied. This is one of the best known and most popular houses in its line in the city, and Mr. White stands high in reputation, both as a business man and a citizen. He is a native of New York and has been in Kansas City twelve years.

J. G. Braecklein.—Architect and Superintendent; First National Bank Building, Third Floor; Kansas City, Kas.—Mr. Braecklein, who is an architect of long and thorough practical training, was prior to establishing in business for him-

self in February, 1887, employed by H. Probst, architect of Kansas City, Mo., and also by James Bannan, another architect of the same place, and was Assistant Architect of the School Board for Kansas City, Mo. While employed by these architects he designed the altar of the cathedral at Kansas City, Mo., a block of houses for Mr. John K. Dunn, a residence for Mr. Bannan on Olive street, the new Lathrop school on Central street, Hon. J. B. Scroggs' two story-brick residence, a block on Fourteenth street and Forest avenue for Mr. M. A. Diaz, a prominent architect here, and also his private residence, and did considerable other work in Kansas City, Mo., while in the employ of the above mentioned architects. He also assisted in designing the Meyers Bros. drug house in Kansas City, Mo. Since establishing in business for himself, he has designed and superintended the erection of a number of residence and business structures, including the elegant residences of W. B. Taylor, Cornell & Harris, and a number of other prominent structures, not only local but also at many points in Kansas and Missouri. The master of his profession, and combining in his designs artistic beauty with practical utility, Mr. Brachlein is enjoying a steady increase in his business, and occupies a well earned position in the favor and confidence of the community.

The American Investment Company of Emmetsburg, Iowa.—E. S. Ormsby, President; A. L. Ormsby, Vice-President; P. O. Refsell, General Manager; W. L. Telford, Secretary; C. F. Bliven, Treasurer; Frank B. Gregg, Manager at Kansas City; Office, 21 and 22 Beals Building.—This company was formed in 1872 at Emmetsburg, Ia., where its headquarters still are, by Ormsby Bros. & Co. It was incorporated in 1885 with a capital stock of \$1,000,000, of which \$600,000 is paid up, and the company has a surplus of \$75,000. Soon after the company was incorporated, the attention of the directors was attracted to the large demand for money in this city of prodigious growth, and the rapidly developing country around it, and in 1887 they opened a branch house in Kansas City. Their loans are mostly on farm lands in Missouri, Kansas, Nebraska, Iowa, Minnesota and Dakota. The company is very liberal with borrowers, and gets its share of business. It is also well and favorably known through the East and West. The Kansas City branch is assured of a most gratifying success; but as the branch is often judged by the tree, it may be stated that Mr. Ormsby, the President, who is a resident of Emmetsburg, Ia., is also President of the First National Bank of that place. Mr. A. L. Ormsby, the Vice-President, is in charge of the company's office at 150 Nassau street, New York. They are both men of large experience and acknowledged ability. The American Investment Co. is deserving of the best patronage and fullest confidence of the community.

Newby Steel Range Co.—529 Grand Avenue.—This enterprise was established in Kansas City in September, 1887, by Mr. John McKee, of Leavenworth, Kansas, and Mr. A. S. Newby, of the Newby Casting Co., of this city. Headquarters of this firm are at Leavenworth, Kansas, where the principal parts of the range are manufactured. This range is manufactured of wrought steel plate, was patented October 26, 1886, and is the only patent granted for its construction and draft in seventeen years. The company make a family and restaurant range which they keep in stock, and made to order any size required; it is made of wrought steel plate and malleable cast steel and warranted to give perfect satisfaction, as to service, economy and durability. Mr. McKee is a resident of Leavenworth, Kansas, where he has charge of the business at that end of the line. Mr. Newby is a well and favorably recognized citizen of our Western metropolis, and proprietor of one of its most important industries, The Newby Casting Co. The trade of the Newby Steel Range Co., extends through territory lying West of the Mississippi river, and has met with a deservedly great success by reason of the high merit of its products. From three to ten expert workmen are in the service of the company and the execution of the work is of a character to command the confidence of a large and constantly growing patronage all through the West. A cut representing this range appears on page 244 of this work. It needs no recommendation; it is set up on its merits without fear of a fault, much less failure. It roasts two large turkeys at one time with ease, it will use less fuel, bake quicker and last longer than any stove or range made. It has a 12 gallon copper reservoir, will boil water in fifteen minutes. It has neither damper nor flue strips to get out of order and the oven is always hot, all holes cooking alike. In a word it is the acme of perfection of the household or hostelry.

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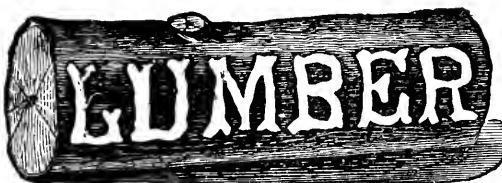
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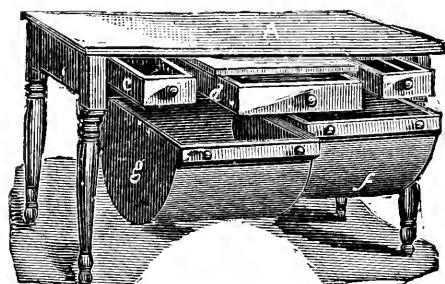
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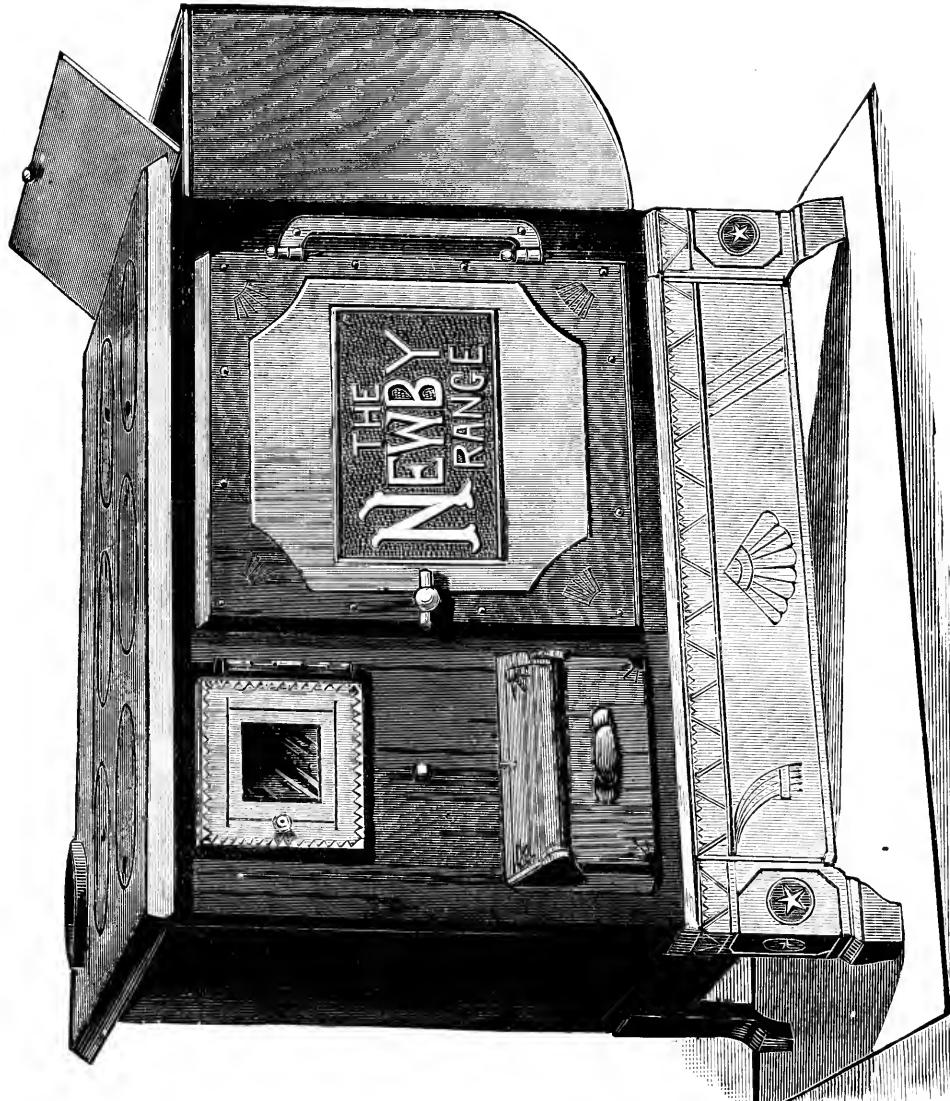
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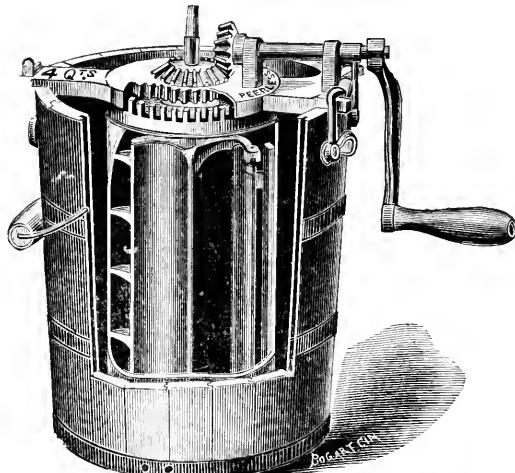
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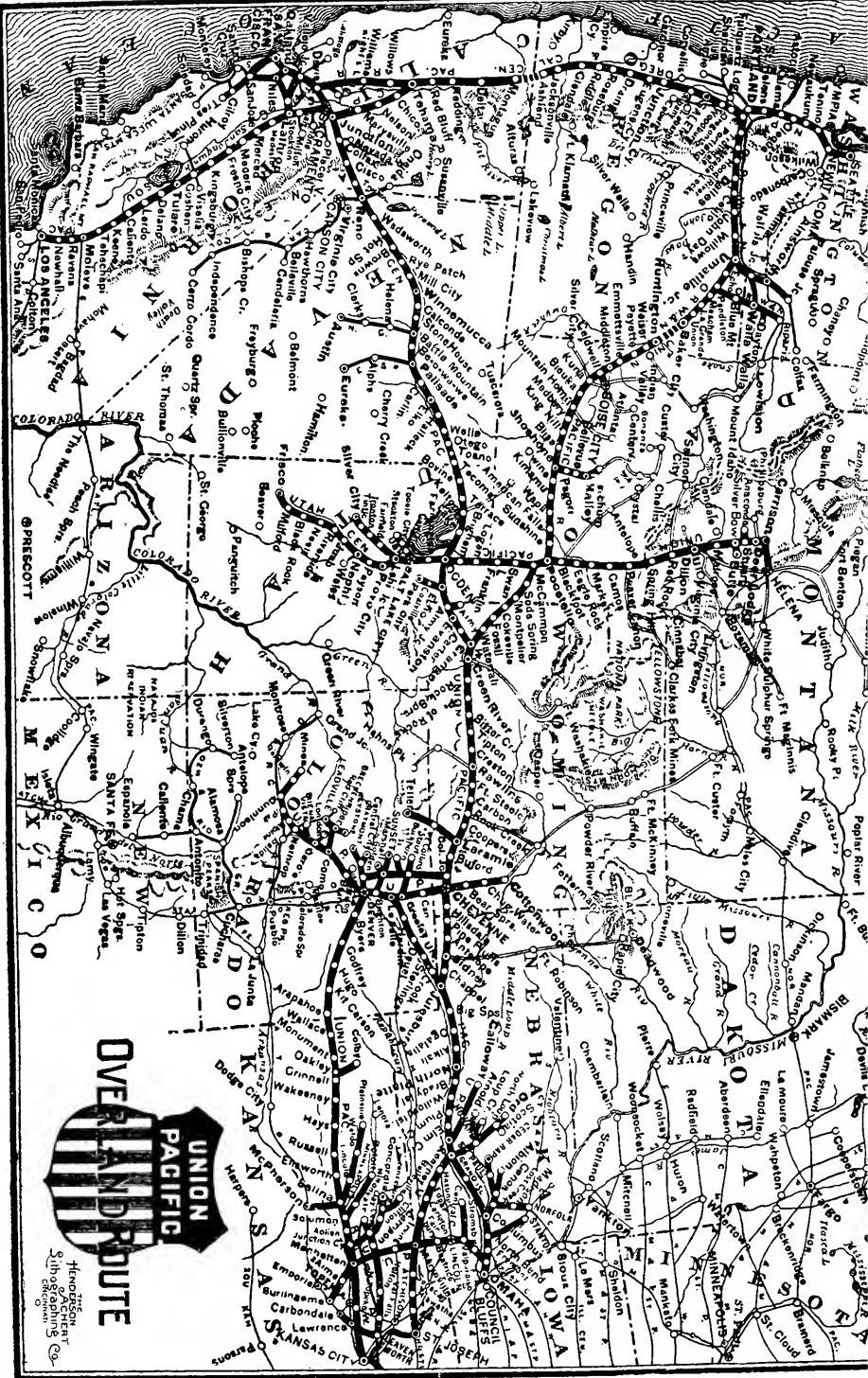
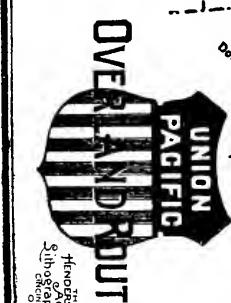


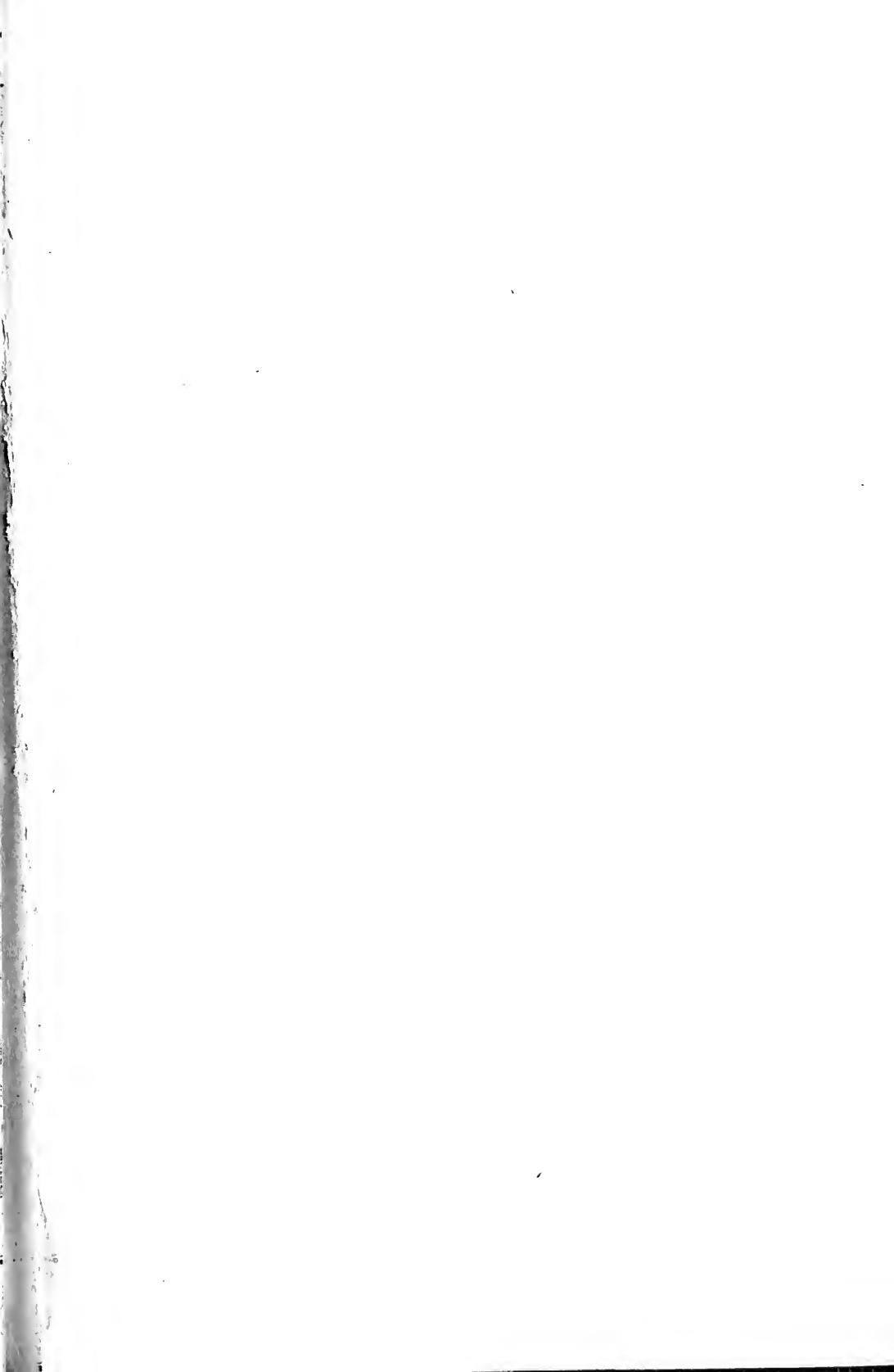
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